

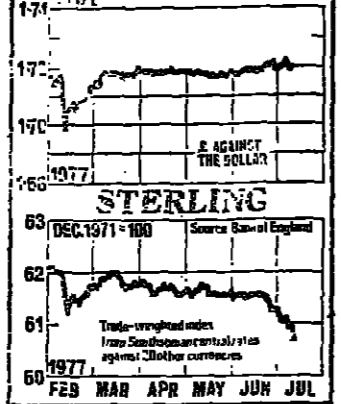
CONTINENTAL SELLING PRICES: AUSTRIA Sch.13; BELGIUM Fr.25; DENMARK Kr.3.5; FRANCE Fr.3.6; GERMANY DM2.0; ITALY L.590; NETHERLANDS Fl.2.1; NORWAY Kr.3.5; PORTUGAL Esc.20; SPAIN Ptas.16; SWEDEN Kr.3.25; SWITZERLAND Fr.2.6; EIRE -12p

NEWS SUMMARY

GENERAL BUSINESS

Owen defends Market strategy Equities off 3.9; £ rises 5 points

Dr. David Owen, Foreign Secretary, last night emphasised the need for continued British membership of the Common Market and the need for working for reform from within the system.



IRA extradition Dublin bid ordered the extradition to Britain of Brendan ... who is wanted by Scotland Yard for questioning about a bomb attack in the ...

News guilty Editor of Gay News Mr. ... s Lemon, has been found ... blasphemous libel. The ...

et hijack Jackers aboard a Soviet ... jetliner at Helsinki ... have released all but five ...

Japanese election Party has retained control ... Upper House of the Diet ... to expectations that last ...

at head freed head of the Fiat car com- ... in France, kidnapped ... three months ago and ...

male jury all-female jury has been ... in at the Old Bailey to five ... an appeal charge after the ...

Davis on bail George Davis has been released ... bail of £15,000 until August 4 ... the ...

tefly ... N ... were all out for 218 ... air second innings of the ...

aid Utting, a Canadian journa- ... arrested in Uganda, has been ... released to go on holiday with ...

Table with columns: RISES, FALLS, and various market indicators like Exch. 13pc 1980, Treasury 13pc 1987, etc.

New picket law hint as 18,000 march

BY PAULINE CLARK, LABOUR STAFF

ON A DAY which saw the biggest demonstration of trade union protest so far in the 11-month Grunwick dispute the Government hinted yesterday that changes might be made in the law on picketing to those with a "legitimate" interest in the dispute.

Inquiry told of bullying A regime had operated in part or all of Grunwick that included management bullying, petty restrictions, threats of sackings and a work system in which employees were "driven", Mr. Stuart Shields, QC, told the inquiry into the dispute yesterday.

Rise in output prices slackens

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE RATE of increase in industry's output prices is at last beginning to show signs of slowing down while raw material costs have fallen for the second month running.

WHOLESALE PRICES (1970=100) Output (home-sales) Raw Materials

Spanish devaluation expected as foreign exchange deals halted

BY ROGER MATTHEWS

EXPECTATION of a peseta devaluation against most other leading currencies has increased sharply here to-day after the Spanish Government suspended foreign exchange dealings shortly before its first formal Cabinet meeting since the June 15 General Election.

Ryder repays £49,000 to Reed

BY NICHOLAS COLCHESTER

LORD RYDER, the retiring chairman of the National Enterprise Board and former chairman of Reed International, received a payment of £49,000 (£49,000) from Reed's chief Canadian operating subsidiary by way of a third party, Reed International reveals to-day.



Police struggle to hold back the crowd outside Grunwick.

Rise in output prices slackens

WHOLESALE PRICES (1970=100) Output (home-sales) Raw Materials

Table showing Wholesale Prices (1970=100) for Output (home-sales) and Raw Materials from 1976 to 1977.



WHERE IN THE WORLD WILL YOU FIND STANDARD CHARTERED? In Thailand. No other British bank offers you more than Standard Chartered. We've been there for over 80 years and are an important part of commercial life.

COMPANY SECTOR'S financial position deteriorated

in the first quarter, contrary to expectations of an improvement.

SIEMENS is strengthening its position in the North American market

with the founding of a jointly-owned company with All-Chalmers of Milwaukee for producing power-engineering equipment.

PAN-AMERICAN World Airways and Transworld Airlines plan to meet the challenge from Laker Airways

by offering similar fares, free meals and a form of advance reservations.

HAWKER SIDDELEY emerged as a potential bidder for L. Gardner and Sons, the Manchester-based diesel engine manufacturer

when Gardner announced suspension of dealings in its shares, during talks.

MAY AND HASSELL pre-tax profit for March 31 fell to £1.4m

affected by associated company losses. Turnover was £47.4m. (£53.4m.).

ON OTHER PAGES

Table listing various news items and their page numbers, including Appearances, Letters, TV and Radio, etc.

IN NEW YORK

Table showing market data for New York, including Spot, 1 month, 3 months, and 12 months rates.

FEATURES

Table listing featured articles and their page numbers, such as The German economy, Society To-day, etc.

LOMBARD

Failings of the pro-EEC lobby

BY JOHN CHERRINGTON

IT WILL TAKE a good deal more than an angry lecture by Roy Jenkins to persuade critics of EEC to shut up, and accept the findings of the Referendum in good part. Membership of the Community, he says, is not in question, the decision of the Referendum was final, and should be accepted as a democratic decision to be followed by the people of this country.

Election issue

The action which joined us to the Community was a vote in Parliament and is the basis for all which has followed. The Referendum was a cosmetic exercise which has no basis in law at all. Although I voted no in the Referendum, I did so more as a protest at the way in which the Community seemed to be heading, than for any real hope that a no vote would bring us out.

Mutual defence

It has prevented the prospect of a future European war. But has it? There is NATO to which one of the leading EEC members, France, does not even belong, and which includes a number of non-EEC countries for mutual defence against the only possible enemy. By the same token, the fact of the common enemy would make inter-European strife impossible.

RACING

New laurels for Piggott

TONY INGHAM'S Bold Lad two-year-old Persian Bold, whose dam, Reikammer, is half-sister to Sir Pedro, bids to follow his five-year-old Salisbury success in this afternoon's star-furlong Willow Stakes at Kempton.

At Salisbury, Persian Bold, a brown colt, justified some heavy support in the hands of Lester Piggott. With the runner-up and third declining to renew rivalry with Persian Bold here, the chief threat to the Headley juvenile (again ridden by Piggott) is probably Fulke Houghton's Manship, trained by Master Craftsman, who will have derived considerable benefit from a recent run at Leicester.

SALEROOM

Hilliard miniature fetches £64,000

A MINIATURE by the Victorian artist Nicholas Hilliard, dated 1687, and £7,200 celebrated artist Nicholas Hilliard of a young nobleman portrait of Anne, Countess of Mountmorris by Richard Cosway in 1790. All were bought by the collector who spent £70,000 on the Hilliard.

The Victoria and Albert Museum, through the bidding of the London dealer Linmer Antiques, acquired another Hilliard miniature, this time a work of 1876 and portraying a young lady. There was also a successful auction of Japanese objects which totalled £101,138. Some Nishapur pottery from the 10th century sold to Ahrman, a London dealer, for £9,800, and the mask from Egyptian mummy of the XXVII dynasty, which had belonged to Sir Ralph Richardson, was acquired by R. Symes for £9,000.

BY DOMINIC WIGAN

England should complete victory this morning

AUSTRALIA were bowled out for a modest 216 in their second innings. The main reason for the smallness of the score was in fact batting, as the pitch though wearing slightly never difficult.

England's No. 10 and 11 batsmen came out on the fourth morning of the second Test to face the howling of Thompson and Bright with the scoreboard reading 436 for none. They only added one bye before Underwood was bowled, attempting an agricultural blow at the first ball he received from Bright.

BY ANTONY THORNCROFT

Miniature of young nobleman, by Nicholas Hilliard



Eskenazi for £18,000, who paid £17,000 for an early 15th-century blue-and-white foliate-deep dish, painted with bunches of grapes and flowers, and £10,000 for another blue-and-white saucer dish of the same period. A pair of massive bronze tripod incense-burners, with covers, made £9,000. Spink paid £7,000 for a pair of large bronze figures of standing Immortals, and £5,000 for a pair of massive bronze figures of seated Buddhist lions.

CRICKET: SECOND TEST

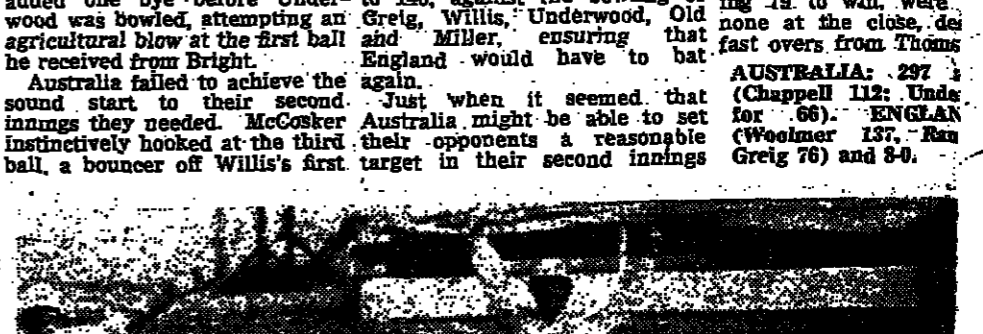
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WINE

Latour's vintage years



BEFORE the extraordinary sale last month at Christie's of 82 vintages of Latour, many of them never seen before in the saleroom, realising a total of £76,000, a tasting was held of 37 of them, plus cash-samples of the 1976 and 1975.

TV/Radio

7.50 The Black and White Minstrel Show. 8.35 Wildlife on One. 9.00 News. 9.25 Top Cop: Sir Robert Mark. 10.15 I Didn't Know You Cared. 10.45 The Twenty-five Years. 11.15 Arabian Fantasy. 12.05 a.m. Weather / Regional News.

F.T. CROSSWORD PUZZLE No. 3,428

A crossword puzzle grid with numbers 1 through 29 indicating starting positions for words.

1 Instruction to soldiers could mean dismissal (5, 6). 2 Fret about putting gas in restaurant (5). 3 Keep hammering a key for money (5, 4).

LONDON

9.30 a.m.: Summer School. 10.15 Certain Women. 11.05 Spiderman. 11.30 Time to Remember. 11.55 The Woodpecker. 12.00 News. 12.10 p.m.: Rainbow. 12.30 Moneywise. 1.00 News. 1.20 Meet Betty Boop. 1.30 Rooms. 2.00 Good Afternoon. 2.25 Marcus Welby, M.D. 2.50 The Wolf in Sheep's Clothing. 3.50 Emmerdale Farm. 4.30 Runaround. 4.45 Extraordinary. 5.15 Gambit. 5.45 News. 6.00 To-day Special-Jubilee-A Village Celebrates. 6.30 Cartoon Time. 6.40 Crossroads. 7.05 A note for medicine (5). Solution to Puzzle No. 3,427.

RADIO 1

6.40 a.m. Radio 1. 7.00 News. 7.15 Breakfast. 7.30 News. 7.45 Breakfast. 8.00 News. 8.15 Breakfast. 8.30 News. 8.45 Breakfast. 9.00 News. 9.15 Breakfast. 9.30 News. 9.45 Breakfast. 10.00 News. 10.15 Breakfast. 10.30 News. 10.45 Breakfast. 11.00 News. 11.15 Breakfast. 11.30 News. 11.45 Breakfast. 12.00 News. 12.15 Breakfast. 12.30 News. 12.45 Breakfast. 1.00 News. 1.15 Breakfast. 1.30 News. 1.45 Breakfast. 2.00 News. 2.15 Breakfast. 2.30 News. 2.45 Breakfast. 3.00 News. 3.15 Breakfast. 3.30 News. 3.45 Breakfast. 4.00 News. 4.15 Breakfast. 4.30 News. 4.45 Breakfast. 5.00 News. 5.15 Breakfast. 5.30 News. 5.45 Breakfast. 6.00 News. 6.15 Breakfast. 6.30 News. 6.45 Breakfast. 7.00 News. 7.15 Breakfast. 7.30 News. 7.45 Breakfast. 8.00 News. 8.15 Breakfast. 8.30 News. 8.45 Breakfast. 9.00 News. 9.15 Breakfast. 9.30 News. 9.45 Breakfast. 10.00 News. 10.15 Breakfast. 10.30 News. 10.45 Breakfast. 11.00 News. 11.15 Breakfast. 11.30 News. 11.45 Breakfast. 12.00 News. 12.15 Breakfast. 12.30 News. 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EUROPEAN NEWS

Tugendhat hits at attitude of U.K. Ministers

BY REGINALD DALE, EUROPEAN EDITOR

MR. CHRISTOPHER Tugendhat, EEC Commissioner for the Budget, yesterday sharply criticised British Ministers for adopting aggressive attitudes in Common Market negotiations...

Mr. Tugendhat, a former Tory MP, excluded some Ministers from his strictures. Mr. Denis Healey, the Chancellor of the Exchequer, had, for instance, been an excellent chairman at meetings of Finance Ministers during the first six months of the year...

In a speech to the Conservative Group for Europe, Mr. Tugendhat said that the Government had frequently and publicly grumbled about the undeniably unsightly blunders suffered by their Common Market policy...

Soviet Press boosts attack on Carter defence policy

MOSCOW, July 11.

THE SOVIET Union is stepping up its campaign to discredit President Carter's defence strategy. During the week-end, it denounced Mr. Carter for contemplating development of a neutron bomb...

Malta workers suspended

VALETTA, July 11.

SOME 4,000 public service employees have been suspended from duty in Malta for refusing to promise to work in strict accordance with conditions laid down in their contract...

Fifteen die as floods ravage S. France

By David Curry

THE VIOLENT storms and flooding which struck three departments in south-west France at the end of last week killed 15 people with eight still officially not accounted for...

The brunt of the storms was borne in the Haute Garonne, the Gers and Lot et Garonne. Around 80 mm. of rain (about 24 inches) fell on Lannemezan on the night of July 7 while Auch and Tarbes both had more than 40 mm. of rain...

Police have been mobilised to combat the looting of shops while it may take a fortnight to restore full distribution of drinking water.

The rains constitute the third big agricultural disaster within 12 months. The drought of last summer was followed by late frosts in spring which decimated fruit blossom and made red fruit scarce and expensive...

Kidnappers release head of French Fiat

By Robert Mauthner

PARIS, July 11. THE HEAD of the Italian Fiat company in France, Sig. Luciano Revelli-Beaumont, who was abducted by armed men in front of his Paris home nearly three months ago, was today released by his kidnappers...

Tourism shows recovery in Switzerland

By John Wicks

ZURICH, July 11. THE SWISS tourist industry, which has recently been suffering from a decline, showed a 2 per cent. increase in bednights for the last winter season...

The Albanians march on alone—the only ones in step

BY PAUL LENDVAI

RENEWED ALBANIAN attacks on Soviet and Yugoslav "revisionism" combined with last week's outbreak by Zeri i Popullit, the Tirana party paper, against the Chinese "theory of three worlds" indicates that Albanian foreign policy has switched to a line of absolute defiance and total self-imposed isolation...

Horzha, insists that the principle of the "theory of three worlds" is not a question of the two "imperialist super powers," the U.S. and the Soviet Union, which are "equally dangerous."

The Albanian paper, predictably, mentions only Albania as "a true socialist country" at the centre of world revolution. "To preach unity with the allegedly weaker imperialism in order to oppose the stronger is in total opposition to the teachings of Marxism-Leninism," the paper remarks.

Relations between Albania and China were already strained during the lifetime of Mao following the rapprochement with Washington. But at November's party congress Albanians still published a message by chairman Hu feng which praised Albanian friendship and Albania "a citadel of revolutionary revolution."

The latest blistering at Chinese foreign policy, theoretical basis came as a surprise. According to the same observers the rapprochement between and neighbouring Yugoslavia coupled with rumours of Chinese leadership with promised credit to Albania have triggered off the unprecedented attack and speculated that the article probably written by Mr. himself.

Business confidence still low in Portugal

By Diana Smith

LISBON, July 11. THE 1976 report of Portugal's National Development Bank (Banco Nacional de Fomento), the institution most responsible for investment and export credit for industry and agriculture, shows that while some confidence was restored last year, investment intentions are still problematically low.

In all, in 1976, the Development Bank granted investment credit to 385 applicants, at a total value of Esc.7.8bn. (about £114.7m.). This represented a drop of 71 operations compared with 1975, when 456 applicants were granted Esc.8.2bn. credit (about £124.6m.).

The Bank's share of investment credits went to the food industry—a total of Esc.2bn.—followed by machine manufacturers (Esc.1.1m.) and metal products (Esc.7m.). Credits for export exceeded credits for overall investment—41 applicants were given Esc.12.4bn. (about £188m.) in 1976. This, the Development Bank report states, was part of the bank's policy to provide national financial means to compete on foreign markets...

ITALIAN POLITICAL SCENE

Stability returns

BY DOMINICK J. COYLE IN ROME

PERHAPS IT is the approach of the parliamentary vacation, but suddenly everything appears to be falling together neatly in Italy. The Bank of Italy's available reserves have about doubled to 88bn. in three months...

Italian political progression ever since the powerful Christian Democrats lost their overall majority in Parliament. The first stage was the so-called Centre-Left experiment in the early sixties when the Christian Democrats reluctantly accepted the Socialists in a coalition alliance...



Sig. Andreotti... appearance of strength.

It is as well to equate the extent of change—since the inconclusive general election here a year ago. At that time, the Bank's reserves were practically on the floor, the lira had hobbled through yet another year after a speculative run forced the authorities temporarily to shut down the foreign exchange market...

The wide-spread expectation that the Communists would emerge from the election as the largest single party was not quite realised and the Christian Democrats managed just to stay out in front. But the Christian Democrats had no overall majority, nor did any other party, or generally acceptable coalition of parties.

For the Prime Minister, Sig. Giulio Andreotti, the deal with the Communists and the other parties has given him the appearance of great strength and at little real cost. He can go to Washington later this month and tell President Carter how he has defused the Communist threat in Italy but without bringing the Communists directly into government.

In essence, the new governing formula is for all the main political parties to agree on political outlines, and to consult on specific legislation, but it will rest with the Andreotti Government to introduce the legislation and, by appearances at least, run the country. It is all part of a curious

government "as a major advance for the Italian Communist Party. And Sig. Enrico Berlinguer, the party secretary, sees this latest "compromise" as an "historic turn," even if that old Christian Democrat right-winger and former Prime Minister, Senator Amintore Fanfani, views it as a "book of dreams."

The accountant of a Roman Catholic political organisation, Comunione e Liberazione, was shot in the legs by a man and a woman outside his home yesterday police told Reuter in Rome. His condition was said to be not serious. Half an hour later an anonymous telephone call to the Italian news agency Ansa claimed that the attack was the work of the notorious "Red Brigades" guerrilla organisation.

But this latest Italian compromise could come under strains even before then, if the Communists discover (as the Socialists did all too late in the Centre-Left experiment) that agreeing on principles with the Christian Democrats is a long way short of agreeing on practices.

Charter group in new Czech protest

By Our Own Correspondent

VIENNA, July 11. THE "CHARTER 77" rights group in Prague issued a new protest against Czech censorship...

It lists for the first time names of 120 writers, poets and artists, who are not published in Czechoslovakia. The protest is signed by former Minister, Mr. Jiri Haas, earlier this month, and is a sign of the continued of human rights despite a police crackdown.

The document is a membership of the writers and artists who have been purged from 400 in addition to the 130 mentioned by name. There are many others who have not been ordered not to jeopardise their situation further.

Tito will visit Soviet Union next month

By Our Own Correspondent

VIENNA, July 11. PRESIDENT TITO will pay a visit to the Soviet Union next month. He last visited the Soviet Union four years ago in November 1972.

It is understood that Tito will receive the Order of the Revolution which was given to him on his 85th last May. Though the official statement spoke only about the Soviet Union, it is expected that he will subsequently visit Korea and China. Yugoslav Foreign Minister Fucini refused to confirm the rumours about the trip to China and North Vietnam, but both countries extended invitations.

NOTICE OF REDEMPTION

To the Holders of

Honeywell International Finance Company S.A.

6% Guaranteed Sinking Fund Debentures Due 1981

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of February 15, 1966 providing for the above Debentures, \$300,000 principal amount of said Debentures bearing the following serial numbers have been selected for redemption on August 15, 1977...

Table with columns for Debenture Number, Serial Number, and Principal Amount. Includes entries like 26-07 1194 2482 3223 4421 3178 2221 2222 2223 2224 2225 2226 2227 2228 2229 2230 2231 2232 2233 2234 2235 2236 2237 2238 2239 2240 2241 2242 2243 2244 2245 2246 2247 2248 2249 2250 2251 2252 2253 2254 2255 2256 2257 2258 2259 2260 2261 2262 2263 2264 2265 2266 2267 2268 2269 2270 2271 2272 2273 2274 2275 2276 2277 2278 2279 2280 2281 2282 2283 2284 2285 2286 2287 2288 2289 2290 2291 2292 2293 2294 2295 2296 2297 2298 2299 2300 2301 2302 2303 2304 2305 2306 2307 2308 2309 2310 2311 2312 2313 2314 2315 2316 2317 2318 2319 2320 2321 2322 2323 2324 2325 2326 2327 2328 2329 2330 2331 2332 2333 2334 2335 2336 2337 2338 2339 2340 2341 2342 2343 2344 2345 2346 2347 2348 2349 2350 2351 2352 2353 2354 2355 2356 2357 2358 2359 2360 2361 2362 2363 2364 2365 2366 2367 2368 2369 2370 2371 2372 2373 2374 2375 2376 2377 2378 2379 2380 2381 2382 2383 2384 2385 2386 2387 2388 2389 2390 2391 2392 2393 2394 2395 2396 2397 2398 2399 2400 2401 2402 2403 2404 2405 2406 2407 2408 2409 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AMERICAN NEWS

Lance finances threatens to prove embarrassing

BY JUREK MARTIN

WASHINGTON, July 11.

THE PERSONAL financial problems of Mr. Bert Lance, director of the Budget Office, are threatening to prove something of an embarrassment both to Mr. Lance and President Carter, a close friend.

Both Mr. Lance's office and the White House firmly denied on the weekend that the budget director had asked to resign because of these problems; but it remains possible that the stringent conflict-of-interest regulations covering the financial assets of senior government officials may have to be bent to accommodate them.

The question of whether Mr. Lance has been over-extended in his personal finances has been a subject of gossip in Washington since he came here to join the new Administration in January.

The question was given added point, however, in the spring when President Carter announced his conflict-of-interest requirement, which, inter alia, entails that Cabinet officers' stock holdings be placed in blind trusts to prevent the sale of such assets as mandated by December 31.

At the heart of Mr. Lance's problem is that his principal investment—about \$3.5m. in the National Bank of Georgia, of which he was president—has sharply declined in value.

Along with two associates, Mr. Lance acquired control of the Georgia bank over three years ago, paying an average price of a little more than \$1 per share and financing most of the purchase with a loan from Manufacturers Hanover Bank of New York.

This year, however, the bank's stock, which is thinly traded over the counter, has dropped appreciably, from a price of about \$15 at the start of the year to about \$9. Its price was not helped last week by the well-publicized announcement that the bank was writing off \$2.3m. in real estate loans, would probably announce a loss for the second quarter and would either omit or cut its quarterly dividend.

This would appear to leave Mr. Lance with a paper loss of about \$1.6m., not to mention the additional problem of disposing of 21 per cent. of the bank's shares in a thin market for the stock. Mr. Lance did not come to Washington as a poor man. In 1974, when he ran for the governorship of Georgia, he listed his worth at \$3.1m. in January of this year he placed it at about \$8m.

However, according to the current edition of Newsweek magazine, he also had outstanding debts of \$5.3m., the majority held by the First National Bank of Chicago.

Even assuming the most preferential interest terms, the debts must carry charges approaching \$400,000 per annum. This is more than the income generated by the blind trust in which his shares are held (estimated by its trustee at between \$200,000 and \$300,000 per annum) and his salary as budget director, \$57,500 a year.

The suspension of dividends by the National Bank of Georgia would also deprive Mr. Lance of a further \$150,000 plus in income at recent dividend payment rates. At the same time, Mr. Lance has espoused a style of living that can only be described as generous. His house in Atlanta

هكذا من الأصل Business lacking sting?

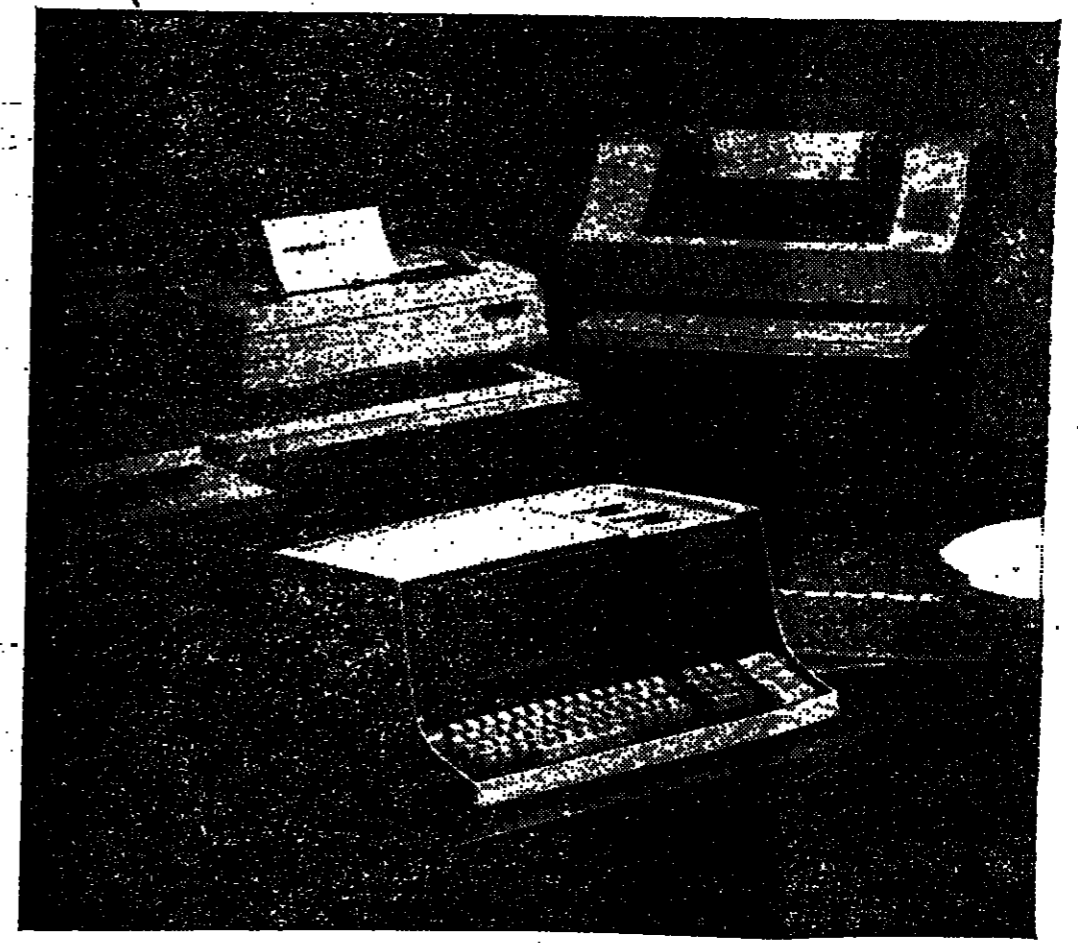


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Alaska pipeline target flow hit

BY RAY DAFTER, ENERGY CORRESPONDENT

ALYESKA Pipeline Service Company sees little hope of reaching this year's target flow through the \$5bn. trans-Alaska pipeline following Friday's explosion and fire at one of the pumping stations.

The company was hoping to be moving 1.2m. barrels of oil a day through the pipeline by the beginning of next year. But Mr. John Ratterman, chief information officer for Alyeska, has said that this target would not be achieved. "There's no two ways about it. We can't make 1.2m. barrels by the beginning of next year."

It is understood that the technical committee of the pipeline group will today investigate the

damage to the pumping station which is 30 miles south of Fairbanks. The damage is put at between \$2m. and \$5m.

Alyeska hopes to restart operations within a week or so by routing the oil around a by-pass system. This will need an official safety clearance first, however.

But the lack of this pumping station, one of 12 on the line, will considerably slow down the rate of throughput. This is why Alyeska now believes that the because of a crack in the pipeline.

The first of Alaska's proved reserves of 9bn. barrels of oil was due to arrive in Valdez, Southern Alaska, about July 30, the just a month after oil was pumped into the 48-inch diameter pipe.

Canadian-German uranium talks

BY VICTOR RUCKE

OTTAWA, July 11.

HERR HELMUT Schmidt, the West German Chancellor, arrived here today to resume talks with Mr. Pierre Trudeau, the Canadian Prime Minister, with the uranium controversy a focal point for the discussions. Mr. Trudeau had initial talks with Herr Schmidt in Vancouver on Thursday.

He is only too aware of the German concern about the six-month-old Canadian ban on uranium exports which is being used to force Germany and other EC countries into accepting tough new Canadian safeguards on nuclear safety.

Mr. Trudeau, who is determined to forge a new transatlantic link with European countries, will have to explain to Herr Schmidt how important nuclear safeguards to be. He is also aware that even the U.S., which supports tougher controls, feels that Canada has gone too far. Canada has been negotiating with West Germany bilaterally and in Euratom.

The talks have not so far produced any developments. Canadian uranium supplies have been cut off since January 1 and main energy producers in the countries such as West Germany

No happy anniversary

BY DAVID RENWICK IN PORT OF SPAIN

THE CARIBBEAN Common Market, four years old on August 1, is celebrating its birthday celebrations to be held, since dissatisfaction among the members, uncertainty about resolve conflicting are threatening the tenacity of the regional

over the unsolved issue of regional civil aviation 'was last convention of his People's National Movement (PNM) he had now reached the point where he considered the days of the decision of Jamaica and the idea of a regional carrier to apply for associate "over" and BWIA would continue to be carried single-handedly by his Government. But if Dr. Williams is dissatisfied, so are other regional leaders, notably those of the seven smaller states known as the Less-Developed Countries (the LDCs), though for quite different reasons.

The Premiers of such territories as St. Lucia, St. Vincent, Dominica and Antigua point out that, after four years of Caricom, regional trade is a mere 3 per cent. They claim that they have been denied an equitable share of the expansion that has taken place in the regional economy.

delegations in April to discuss a centrally-directed economies and extension of the current balance of payments assistance that the Caribbean states, with the possible exception of Guyana, still receive, manufacturers in Trinidad are finding their goods excluded from the markets of the very territories asking for help. Though no precise figures are available for the year to date, exporters in Trinidad insist that their trade with both Caricom and Guyana, which Minister, Dr. Eric Williams, as the senior regional of over 2.7m. people (more than any heads of government would have to by more than 50 per cent, in Port of Spain. The release of the foreign exchange and Tobago leader has an inclination to travel necessary for the purchase of this country for many even declined to attend the Commonwealth Conference in London.

Williams has demonstrated visible interest in host-ricom summit in the re, despite hints to that other government expressed the country's still-high unemployment rate of 15 per cent. Another contentious issue was some external routes. At the

Vertical text on the left margin: 'the only ones...', 'rns', 'stant election in Chile', 'international bid', 'OM', 'BANK, LTD.', 'ic bank in Korea', 'open in London', 'New York and Singapore', 'th Korea, we'

OVERSEAS NEWS

Begin and Carter to avoid details

By David Lennon
TEL AVIV, July 11.
DETAILED DISCUSSION of the Middle East dispute will not be held when Mr. Menachem Begin, the Israeli Prime Minister, visits Washington next week, according to Dr. Nahum Goldmann, president of the World Jewish Congress, who met Mr. Begin yesterday.

There are very difficult problems to be overcome, but these will not be discussed at this first meeting, he said. The real discussions will get under way when Mr. Cyrus Vance, the U.S. Secretary of State, visits the region immediately after the Begin-Carter meeting, and when the Foreign Minister General Moshe Dayan goes to Washington. Dr. Goldmann said Mr. Dayan will meet the U.S. Secretary of State, and will discuss the Prime Minister's visit there.

Egypt, Jordan close ranks on Palestine ties

CAIRO, July 11. KING HUSSEIN of Jordan indicated in a television interview yesterday, after his departure from Egypt, that he agrees with the Egyptian position on the proper order of events in the Middle East. After two days of talks with President Anwar Sadat, focusing on the role of the Palestinians in a Middle East peace settlement, the King said he favoured a "strong and firm" link between Jordan and the Palestinians, which would come "after the Palestinians have the right to decide their destiny."

Recent talks in Amman between Jordan and the Palestinians, stated when the King said he favoured a "strong and firm" link between Jordan and the Palestinians, which would come "after the Palestinians have the right to decide their destiny."

OPEC to meet with price aligned but output in doubt

BY RICHARD JOHNS, MIDDLE EAST EDITOR

THE ORGANISATION of Arabia and the United Arab Emirates (OPEC) will begin its biannual Ministerial conference here tomorrow with the basic price re-aligned and unity restored in advance, but still with potentially divisive questions relating to differentials to be resolved. Argument is also threatened on the related issue of production programming. Libya and Iraq—which have still not formally given notice of their agreement to waive the further 5 per cent. increment originally planned by 11 of the 13 members for the second half of 1977—aimed to mount pressure on Saudi Arabia to limit its output more severely.

MidEast terror 'aimed at Geneva'

BY IHSAN HIJAZI

THE campaign of terror which is sweeping certain parts of the Arab world at present is seen by informed observers here as the beginning of what may well be a concerted effort to head off the attack on the military academy outside Cairo in 1975. Moslem radicals, members of the same group which kidnapped and then killed Sheikh Zuhairi, carried out the attack. The powerful explosion in Damascus yesterday, the second in less than a week, was blamed on Iraq, as was the first which took place on July 4.

Indian attack on industry

BY K. K. SHARMA

THE INDIAN Minister of Industry, Mr. George Fernandes, today made another strong speech against private industry, suggesting that a confrontation between him and it is inevitable. He told Parliament that no member of the Janata Government would succumb to the pressures of big business and multinational companies in the country. Rounding off a two-day debate on his ministry, the former militant trade unionist said: "If big business houses and multi-nationals think they will be able to manipulate as they have been manipulating in the last 30 years, I am afraid they are in for a very bad experience."

STOCKHOLM, July 11.

Similarly, reflecting greater demand for the low-gravity sulphur-free varieties, the prices of Algerian, Libyan and Nigerian types are about 12 per cent. up from the 1976 level. Provisions for the subject of production programming comes up at OPEC conferences. This time, discussion is likely to be much more lively because of Saudi power—in the present slack market—with its heavier crude possibly at a slight discount—being able to depress the output of Iran, Iraq and Kuwait. Saudi Arabia is apparently prepared to do more than commit itself informally to its re-positioning of the old output ceiling of 8.5m. barrels a day—not counting new undertakings of about 500,000 b/d made early this year, when Saudi Arabia announced a new limit of 10m. b/d.

Ruling coalition set to win Papua poll

By Colleen Ryan

PORT MORESBY, July 11. THE POSITION of the ruling Pangu-People's Progress Party coalition in Papua New Guinea improved today as the counting of votes continued in the national election. Prime Minister Somare has not yet formally claimed a victory, but he predicted at a news conference today that a Pangu-PPP coalition would emerge with 60 seats, a clear majority in the 109-seat Parliament. Mr. Somare said that he would be meeting Mr. Julius Chan, Papua's Minister and leader of the opposition, on Wednesday to form a new Cabinet. Five former members of Mr. Somare's 19-member Cabinet were defeated in the elections.

Government threat

BY KENNETH RANDALL, CANBERRA CORRESPONDENT

THE AUSTRALIAN Government will intervene if trade union action holds up vessels carrying uranium ore, Reuters reports from Melbourne. Mr. Peter Nixon, the Transport Minister, said all political parties and the Australian Council of Trade Unions have a commitment to honour existing uranium export contracts. Commenting on the ban imposed by the Melbourne Waterside Workers Federation on working vessels carrying uranium, he said that if the ACTU could not resolve the situation, the Government would consider changing the whole conciliation and arbitration system. He gave no details.

WORLD TRADE NEWS

MULTILATERAL TRADE NEGOTIATIONS

Ending obstacles

BY REGINALD DALE

THE CURRENT ROUND of world trade negotiations in Geneva has been dragging on in desultory fashion since February 1975, when a series of working groups was formally established. Although the talks were launched at a Ministerial meeting in Tokyo as long ago as September 1974, negotiations could not officially begin in Geneva until the U.S. Trade Act was passed by Congress, giving the U.S. administration negotiating authority in January, 1975. The talks are sometimes known as the "Tokyo Round" in order to refer to them as the M.T.N. (standing for Multilateral Trade Negotiations).

Dragged on

There have been two major reasons why the talks have dragged on so long. First, the world recession has made Governments much less enthusiastic about opening up their domestic markets to further pressure from imports. Indeed, the trend has, if anything, been in the opposite direction. The second obstacle has been the lack of a clear line from Washington throughout last year. Geneva negotiators were waiting for the U.S. Presidential election. Since then, they have been waiting for the new Administration to make up its mind what it wants out of the talks. It is for both these reasons that the new impetus that seems to have emerged from the E.C.-U.S. consultations in Brussels yesterday is being hailed

as an important breakthrough. The current state of play in the seven Geneva working groups is as follows: 1. TARIFFS: There are a number of tariff-cutting formulae on the table, with the U.S. seeking a straight percentage cut of 50 per cent. on most items and the EEC seeking larger reductions in higher tariffs than in the lower ones. Japan has a formula similar to the EEC's but which also stipulates that there should be no reductions under 5 per cent. A key problem is whether agricultural production should be included with the U.S. saying they should and the EEC arguing they should not, as they are a special case.

Freer access

Little progress has been made on this Canadian suggestion, under which the negotiators would pick out particular raw materials and examine all the barriers to trade in each case. The raw materials producers maintain that if importing countries want greater security of supply they will have to grant greater access to their markets, especially for processed products, in return. 5. AGRICULTURE: Up to now, there has been no meeting of minds between the U.S. and the EEC. Washington has persistently demanded freer access to markets while the Community has insisted on the need to organise markets, but there are signs that the American position may be changing. There have been fundamental differences over procedure, meeting the dispute between Brussels and Washington over whether or not agriculture is a special case. The Americans have made it clear that this is a key area for them

if the talks as a whole succeed. 6. TROPICAL PRODUCTS: Industrialised countries, already made concessions, on tariffs, to the developing countries. Most of these are ready in force as it was at the beginning that this be a priority item. The developing countries want further concessions but the industry have promised no more to continue discussions. 7. THE FRAMEWORK: The group, set up on a suggestion of Brazil, is discussing how to reform rules, principally in the area of developing countries, number of suggestions is table but the debate has been largely academic. What has so far been lacking has been real action by the major parties in practice the industry is successful in postponing Tokyo opening session end of 1975 as the deadline for the negotiations, ending the negotiations, was regarded as the total hope now is that the talks be wound up by the next year. But more observers in Geneva believe they could drag on to the deadline of end-1978, as U.S. negotiating authority for the Trade Act finally a dispute between Brussels and Washington over whether or not agriculture is a special case. The Americans have made it clear that this is a key area for them

gathered momentum and transport and shipping is a plug (improved). Crude oil and coal prices both set an "historic" low in the first half of 1977. Output of most sectors met or exceeded monthly targets in the second quarter of 1977 and some reached record levels. The Agency said. Coal output surpassed the half-yearly target by 17.6m tons, while the steel industry

Saudis reconsider Hijaz railway

By Rami G. Khouri

AMMAN, July 11. SAUDI Arabia is once again seriously considering rebuilding the historic Hijaz railway line at a time when Syria and Jordan are pressing ahead with plans to build a standard-gauge rail line between Damascus and Amman. The result of the revived Saudi interest in the feasibility of the Hijaz railway could be a direct rail link between Western Europe and Saudi Arabia, and by extension, the entire Arabian peninsula. A Jordanian Transport Ministry delegation has just returned from talks with Saudi Transport officials, and the Hijaz railway subject was brought up for informal discussions. It is anticipated that a Saudi mission will visit Jordan soon to discuss the project in more detail, senior Jordanian officials told the Financial Times here. Jordan and Syria are hoping to ask for pre-qualification bids from international consultancy companies next week for preliminary technical and feasibility studies for the Damascus-Amman section of the Hijaz railway. This is now a narrow-gauge line, and is to be converted into a standard-gauge line. The Saudis are interested in reviving the former Hijaz railway in eastern Saudi Arabia, and Medina, where goods would be transferred for truck haulage throughout the Arabian peninsula.

Optimistic outlook for EEC pact with Peking

Hong Kong reports

Output of most sectors met or exceeded monthly targets in the second quarter of 1977 and some reached record levels. The Agency said. Coal output surpassed the half-yearly target by 17.6m tons, while the steel industry

Singapore buys DC-10

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

SINGAPORE AIRLINES is to buy four U.S. McDonnell Douglas DC-10 Series 30-jet airliners, and is taking options on another four. The initial deal is worth about \$150m. (over \$20m.) and if the option is converted to a firm contract it will bring total SIA purchases of DC-10s to over \$180m. Delivery of the aircraft is due between August, 1978, and March, 1979, with the aircraft option due for delivery in 1980-82. The aircraft will be used on SIA's expanding routes in the Orient, and to Europe and Australasia in many instances currently served by narrow-bodied Boeing 707 jets. This decision to buy the DC-10 followed a detailed study of that aircraft in competition with the Lockheed TriStar and Boeing 747 MD-80 (a version of the Jumbo with 232 seats and bigger cargo carrying capacity). The DC-10 was chosen because of its lower operating cost and its compatibility with route and fleet development plans. The airline says, low purchase of Douglas does not end its association with Boeing. SIA, which uses Jumbo jets, expect more for its busier routes in the future. Michael Donne, writer team from British A the nationalised aircraft manufacturing group, is Boeing in Seattle this further talks on U participation in the manufacture of the Boeing 747 short-range jet airliner for the 787 is one of programmes planned by the other being the programme for a larger seating around 200 seats against the 180 of the Boeing is strongly in the U.K. building. Fosco's ranking put it at risk-sharing basis with financing its part of the getting a return on investments sold to Boeing.

THE AUSTRALIAN LABOR PARTY CONFERENCE

The end of an era

BY KENNETH RANDALL, CANBERRA CORRESPONDENT

THE FIRST national conference of the Australian Labor Party since the drums of its defeat of 1975 seems to have defined the end of one era and the beginning of another—but not so clearly that the results are easily predicted. The intensive media coverage of the week-long conference gave voters a real picture of what was happening, but at the end nobody could doubt the passing of the Whitlam era. Mr. Gough Whitlam, national leader of the Labor Party for a record 10 years, including three as Prime Minister, had negligible personal influence on the conference. The resulting vacuum was partly filled by Mr. Bill Hayden, the last Labor Treasurer, now well established as heir apparent to the leadership and the only individual to enhance his reputation at the conference. Others could claim personal victories but there is no guarantee that, in the long-term, they will be thanked for them. The policy on uranium, largely negotiated back-stage by Mr. Tom Uren, deputy party leader and father-figure of the left-wing, is the most striking case in point. The uranium policy statement sets out a wide range of problems. In particular those of nuclear weapons proliferation and radioactive waste disposal. It says it is imperative that Australia's uranium should not be committed to the world fuel cycle until the Labor Party is satisfied that the problems it addresses have been solved, and until the Government accepts the Fox Commission recommendation that it (the Government) should abort uranium mining and sales at any time. "Accordingly," says the statement, "Labor will repudiate any commitment of a non-Labor Government to the mining, processing or export of Australia's uranium. Labor will not permit the mining, processing or export of uranium pursuant to agreements entered into contrary to A.L.P. policy."

Government threat

The Australian Government will intervene if trade union action holds up vessels carrying uranium ore, Reuters reports from Melbourne. Mr. Peter Nixon, the Transport Minister, said all political parties and the Australian Council of Trade Unions have a commitment to honour existing uranium export contracts. Commenting on the ban imposed by the Melbourne Waterside Workers Federation on working vessels carrying uranium, he said that if the ACTU could not resolve the situation, the Government would consider changing the whole conciliation and arbitration system. He gave no details.

Israeli exports still rising

By L. Daniel

JERUSALEM, July 11. ISRAELI EXPORTS continued to rise during the first half of this year—at the rate of 26 per cent. Net exports came to \$1,426m, of which \$571m represented agricultural exports (up only 13 per cent. due to port strikes which held back citrus exports). However, industrial exports other than polished diamonds increased by 19 per cent. to \$670m, and those of diamonds by 48 per cent. to \$490m. The average monthly export figure for the past nine months (from October 1, 1976) was \$180m, as compared with \$180m in January/September, 1976. According to preliminary figures released by the Central Bureau of Statistics, Israel does not cover exports to its occupied territories.

Soviet-Western trade up 18%

MOSCOW, July 11.

SOVIET TRADE with the West increased 18 per cent. last year. According to the official Soviet news agency Tass, the total value of trade with 23 foreign countries rose to \$2.2bn. The U.S. ranks second, behind West Germany, in the important trade category of machinery. Overall foreign trade increased nearly 12 per cent. last year, to about \$57bn. Tass said. Exports rose 16.8 per cent. and imports, 7.7 per cent. The value of Soviet trade with the U.S. was \$2.2bn. The Soviet Union's trade with its Communist partners increased 19 per cent. These countries still account for 53.5 per cent. of the Soviet Union's foreign trade. AP/DJ

EXPORTS TO JAPAN

In the last of his series on Euro successes in Japan, Charles Smith discloses Fosco Minsen's joint venture with Japanese trading company. Live and let li

Post-fave Oil as teacher Expert to stop Garages on Green Boom in goods is f

HOME NEWS

Post Office Board 'favours a split'

BY JOHN LLOYD, INDUSTRIAL STAFF

THE REPORT of the Post Office Review Committee (Carter Committee), widely believed to recommend the splitting of the Post Office into separate posts and telecommunications corporations, will be published within the next two weeks. The most likely date is July 20.

Chairman, whose lifelong experience in the Post Office spans both its functions. Sir William Barlow, chairman-designate, takes over in November. Besides implementing the recommendations of the Carter Committee—which are not expected to become law for two to three years—he faces some delicate problems.

Salaries for Board members (leaving aside the chairman and vice-chairman) range from about £13,000 to about £18,000. Sir Edward Fennessy, the managing director of Telecommunications, who as vice-chairman had a salary of about £20,000, retires on July 24. He is to be succeeded—though not as vice-chairman—by his deputy, Mr. Kenneth Cadbury, in only an acting capacity.

Obstacles surprise in company profits

Riddell, Correspondent. The financial position of the sector deteriorated in the first quarter of this year, contrary to general expectations of improvement.

Outlook with Pe

Singapore busi. The outlook for the Singapore business sector is slightly worrying at present, that is, it remains in financial difficulties before demand in the picks up and large sums needed for investment.

Executive in post

ORDER executive Paul Harris was barred from taking up his new year job with Great Stores until the Appeal Court has ruled on a legal dispute between him and his ex-Littlewoods.

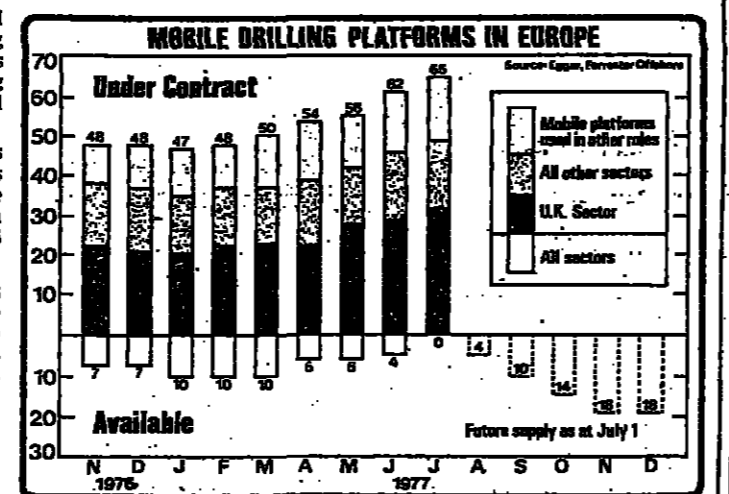
Island air traffic grows

Aberdeen Correspondent. IN North Sea oilfields and a big increase in air passenger traffic at an airport in Shetland.

Oil activity in North Sea 'reaches a record level'

BY RAY DAFTER, ENERGY CORRESPONDENT

OFFSHORE exploration and construction equipment being operated in the North Sea has reached record levels according to a report on offshore oil activity.



There were two main reasons why rig operators should be encouraged. Oil companies were increasingly using rigs in a support role for platform construction projects.

It was expected that an oversupply of rigs would begin again in the autumn. Rates remained fairly steady—still below \$20,000 a day, but were expected to rise and be maintained through the winter.

Expert tells of plans to stop oil disasters

A HAZARD expert told the Shell/Esso public inquiry at Dunfermline yesterday that concerns with the reliability of major pipelines should be covered to a depth of five feet.

interference which accounts for 80 per cent. of accidents. In view of the large potential hazard we recommend that the pipeline should be covered to a depth of five feet.

Special case procedure faces probe

By A. H. HARMAN. THE "SPECIAL CASE" procedure in arbitrations, and matters causing concern about difficulty in obtaining early hearings before the overloaded Commercial Court will be considered by a committee which meets for the first time next week.

Garages face tough line on Green Shield stamps

FINANCIAL TIMES REPORTER. GARAGES WILL no longer be able to offer a choice of money should displaying the Green Shield stamps. Many motorists have held Green Shield stamps at a higher price.

The "fair deal", which is to be backed by a Press radio and television advertising campaign, would clearly identify the company said last night, by stamp-giving garage and remove stamp discounts, price discounts. "Concurrently exact."

Boom in electrical goods is forecast

A SUBSTANTIAL improvement in the U.K. market for electrical goods at the end of this year and the beginning of next year, according to a report published today by Economic Models.

Covering the ten major economies in OECD, the study is set out in the context of international industry sectors. Using a wide statistical basis, a new concept for measuring productivity based on added value is introduced.

New concept for measuring productivity

A MANUFACTURING company which consistently fails to make adequate investment in technology, risks falling behind its competitors and, eventually, disappearing altogether.

APPOINTMENTS

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BANKING, INSURANCE AND LEGAL APPOINTMENTS

International Branch Manager Bahrain Major money market bank headquartered in New York City seeks an experienced operations manager for a new branch soon to be opened in Bahrain.

Young Lawyer Drilling contracts £11,000 Important multi-national group providing a wide range of services to the oil industry seeks an ambitious young qualified lawyer to advise on and play an active part in preparing tenders for negotiating, interpreting and implementing large oil drilling contracts.

Bank Hapoalim B.M. Due to expansion of activities, Bank Hapoalim requires the following staff for its West End branch. Senior Clerks Should have several years experience and good knowledge of either commercial work (Letters of Credit, Bills for Collection, etc.) or Securities.

INSURANCE INTERNATIONALIST ... oriented to property/casualty We're a multi-billion-dollar financial services company... headquartered in the Eastern United States.

UNIVERSITY APPOINTMENTS UNIVERSITY OF THE WEST INDIES-BARBADOS Applications are invited for a new post of LECTURER/ASSISTANT LECTURER IN ECONOMICS

LEGAL NOTICES No. 402258 of 1977 In the HIGH COURT OF JUSTICE Chancery Division Companies Court, in the Matter of A. T. BRANCO LIMITED and in the Matter of The Companies Act, 1968.

Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

OFFICE EQUIPMENT

Time to get rid of carbon paper

FOR AS long as there have been copying machines, claims have been made that traditional methods of producing multiple copies in an office—carbons and flimsies—were completely obsolete.

Now however the Engineering Industry Training Board has carried out a protracted study of the alternatives and has come up with the answer that many offices could dispense with the use of carbon paper for good.

The parameters of the study are important. O & M Systems Department of the EITB looked at the amendment time for single page typed document consisting of an original with four copies and allowing for an average of three mistakes per letter.

To amend the five documents with chalk correcting paper including loading unloading etc took four minutes and 37 seconds. The same handling and correction for a single original took 56 seconds. To copy on a 20 per minute copier (a Gevaert from Agfa Gevaert) would take roughly four seconds per sheet.

By correcting only one sheet rather than five, EITB estimated that total document preparation time, including typing, during a sample seven-month period, would have amounted to 4,641 man-hours against 5,852. This is equivalent to a 20 per cent productivity increase for the typing centre in which the tests were carried out. But one typist was leaving and the centre was able to continue with six staff instead.

CONSTRUCTION

Scaffolding put up fast

A STUDY of system scaffolding, which recently involved a large local authority housing project by Fairclough Building, has demonstrated very clearly that it can provide a saving in component inventory of anything between 30 per cent and 50 per cent below what would be needed if traditional scaffold tube fittings were used.

For the particular test (as part of an ongoing study), Fairclough hired in Haki scaffolding for the job to construct 60 two- and three-storey dwellings. The entire work was carried out by two erectors, both inexperienced. Some 213 linear metres of

PHOTOGRAPHY

Makes a better picture

AFTER AN absence of about five years, Philips is re-entering the photographic electronic equipment market via the launch of 12 new products, catering for all levels from the snapshot-taker to the professional photographer.

There are seven battery operated electronic flashguns, four for the lower end of the market and three for the serious amateur. These range from a simple basic unit to a high output flash with automatic exposure control which sets the light output. The top of the range will produce up to 1,200 flashes from one set of batteries.

HANDLING

Transfers poisons safely

MADE BY Golserv Inc. in the U.S., a system for the safe transfer of liquid pesticide concentrate is now being marketed in the U.K.

Using a vacuum, the concentrate is transferred from a container (of 1 to 55 gallon capacity) to a measuring cylinder, and thence to the spray tank. The system includes a wettable powder tank for handling dry materials.

The transfer and storage of dangerous materials, and the washing and rinsing of empty containers, can all be carried out without exposing the operator to the pesticide.

COMPRESSORS

Less noise from the unit

LATEST IN the range of air compressors produced by Ingersoll-Rand are the Centac II models. These centrifugal compressors produce oil-free air, and are available with capacities from 1750 to 4400 cfm/min.

Motor, compressor, inlet filter and controls are mounted in an enclosure which reduces the sound level at one metre distance to 68 db(A). The machines are intended to produce air for general industrial applications, such as process and instrument air, and to supply a factory air-line for pneumatic power tools.

More details of the study from Agfa-Gevaert at 950, Great West Road, Brentford, Middlesex.

MACHINE TOOLS

Easy programming

THE SINUMERIK Mate-M equipment from Siemens is said to provide most of the operational advantages of computer numerical control for drilling and milling machines, yet still allows the skilled craftsman full control over the metal cutting process.

The company considers this to be a significant advantage where there is shop-floor resistance to the introduction of automated n.c. equipment.

The control equipment does not have to be supported by a programming department as manual data input facilities are provided for the machine operator, after a brief training period, can program the equipment on the shop floor.

Microprocessor-based, the unit covers three axes of movement, and includes linear and circular interpolation for straight line and continuous path, traverse speed control up to 250 metres/min, provision for 99 lead-screw error compensations, and input and output resolution of 0.01mm.

There is provision for connecting a cassette tape recorder for data storage, and the unit can be programmed to carry out a sequence of 250 operations. Details from Siemens, Great West Road, Brentford, Middx., TW9 9DG (01-568 9133).

Determines carbon content

carbon content

WITHIN A few minutes of pouring a sample of molten iron, the carbon and carbon equivalent content (for phosphorus and silicon) can be determined with apparatus jointly developed by Foster Cambridge (a George Kent Group company), and Land Pyrometers.

The system comprises a disposable sampling cup connected to a chart recorder. The cup contains a chromel-alumel thermocouple which continuously measures the temperature as the sample cools.

When molten iron cools there are two points at which the fall in temperature is temporarily arrested, known as the liquidus and solidus values. These are directly related to the carbon, phosphorus and silicon content.

When the cooling trace is complete, controls on the calculator unit are used to bring the recorder's pointer in line with the solidus and liquidus levels. Percentage carbon equivalent and carbon content values are then displayed digitally at the touch of a switch. The result is stated to be accurate to two decimal places for the carbon.

COMPONENTS

Challenge to discs

INTENDED as an alternative to drum and disc storage is a 65 kilobit charge coupled (CCD) block of 128 512-bit memory developed by Fairchild Camera and Instrument Corporation.

The company believes it to be the first CCD device suitable for the bulk memory market, and the one-off price in Britain is about £70.

The announcement is important because the potential business involved is considerable — seven times the size of the mainframe market according to Fairchild.

Designated the CCD 464 the unit is organised as 65k x 1 bits, divided into 10 blocks of 4,096 bits each. Typical data rate is 5 Mbits with average latency of 400 microseconds. The circuit dissipates less than one watt per bit when active, dropping to under one microwatt on standby.

Fairchild states that the design was heavily influenced by potential customers and that it "meets the requirements of every bulk memory application that we have encountered." More on Potters Bar 5111.

Long life air filter

DESIGNED to meet the conditions experienced downstream from screw and rotary vane compressors, a new air filter has been introduced by Deltech Engineering.

Efficiency claimed for the filter is 99.99 per cent for 0.3 micron particles, and the element is said to give a year's service. A Deltech feature, the progressive colour change indicating saturation of the filter, is incorporated in the new units.

Five sizes are initially available, up to a maximum flow capacity of 250 cfm. Models handling flows up to 1200 cfm. are to be introduced soon.

More from the maker at Albert Drive, Sberwater, Woking, Surrey (04882 64125).

Low cost power generation & motor control centres

dupar
palapone ltd
derby
telephone: 0332 45436

COMPUTING

Electronic checkout decision

SEVENTY supermarket branches belonging to the F. J. Walks organisation are to be equipped with Dacap Series 824 point of sale terminals of which 110 have been ordered from Transaction Data Systems. They are to operate on standard alone terms for the time being and each is to be equipped with five or six department totals and cashier cash coupon and cheque totals. There are also a number of security arrangements, which naturally are not being disclosed.

Options are available to upgrade the units into a system which would, for example, aid in the control of such things as cashier scheduling and productivity, as well as stock and cash movements. North-eastern Co-operative Society recently ordered a comparable Dacap system.

More than Transaction Data at Dawlish EX7 0NH. 0628 865083.

RESEARCH

Contractors reviewed

BASED on data filed at the Company Registration Offices in London and Edinburgh, Jordan Dataquest has produced financial surveys covering the electrical contracting industry.

There are two volumes, one dealing with some 288 companies in the south of England and the other covering 256 firms in the North.

Data customary to the Jordan surveys is provided; listing is in descending turnover order and includes details of sales, export profits before tax, number employees, wages bill, net assets, current assets, liabilities, bank borrowings, type of ownership.

The two surveys cost £35 or £46 if purchased together, are available from the company at 47, Brunswick Place, London NE1 6SE (01-253 3080).

NOTICE OF REDEMPTION

OWENS-CORNING FIBERGLAS FINANCE N.V.

(now Owens-Corning Fiberglas Corporation)
9% Guaranteed Sinking Fund Debentures due August 1, 1986

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of August 1, 1971, as supplemented, providing for the above Debentures, \$2,000,000 principal amount of said Debentures bearing the following numbers have been selected for redemption on August 1, 1977 (\$1,000,000 principal amount through operation of the mandatory Sinking Fund) and \$1,000,000 principal amount through operation of the optional Sinking Fund, at the redemption price of 100 of the principal amount thereof, together with the accrued interest to said date:

Table with columns for Debenture Number and Principal Amount. Includes sub-sections for DEBENTURES OF \$1,000 EACH and DEBENTURES OF \$500 EACH.

On August 1, 1977, the Debentures designated above will become due and payable in such coin or currency of the United States of America as at the time of payment shall be legal tender for the payment of public and private debts. Said Debentures will be paid up, presentation and surrender thereof with all coupons appertaining thereto maturing after the redemption date, at the option of the holder either (a) at the corporate trust office of Morgan Guaranty Trust Company of New York, 125 Broad Street, New York, N.Y. 10015 or (b) subject to any laws or regulations applicable thereto in the country of any of the following offices, at the main offices of Morgan Guaranty Trust Company of New York in Brussels, Frankfurt am Main, London, Paris, Zurich or at the offices of Bank Mees & Hope NV in Amsterdam, Kredietbank S.A. Luxembourg, Societe Generale de Belgique and Banca Vionviller & C. S.p.A. in Milan. Payments at the offices referred to in (b) above will be by check drawn on a bank in New York City or by a transfer to a dollar account maintained by the payee with a bank in New York City.

Coupons due August 1, 1977 should be detached and collected in the usual manner. On and after August 1, 1977 interest shall cease to accrue on the Debentures herein designated for redemption.

OWENS-CORNING FIBERGLAS CORPORATION

NOTICE
The following Debentures previously called for redemption have not as yet been presented for payment:
DEBENTURES OF \$1,000 EACH
M-301 925 1028 1129 1188 1215 5460 6460 8205 8236 13083 14088 2000

Compressor package

LATEST MACHINES in the range of air compressors produced by Bellis and Morcom is the PVE series, with capacities from 750 to 1000 cfm and pressures up to 80 psi.

Each is supplied as a packaged unit at the heart of which is a heavy duty V-type reciprocating air compressor, which is oil free and water cooled.

By packaging the whole system in a steel reinforced acoustic enclosure, the operating sound level has been reduced to less than 75 dBA. Installation has been simplified, as no complex foundations are required.

Details from Bellis and Morcom, Icknield Square, Birmingham B16 9QL (021-454 3531), an Amalgamated Power Engineering subsidiary.

ITALIMPIANTI

società italiana impianti p. a.
IRI-FINISIDER GROUP

From the Report on the Balance Sheet for the year ending December 31, 1976, the following figures were noted:

Table with 2 columns: Description and Value. Includes NET PROFIT (3.9), TOTAL BILLING (176.5), ORDER PORTFOLIO (246.9), and WORK FORCE (1,588).

MAIN ACTIVITIES IN 1976

- Project design services completed or being rendered by the Group:
- expansion and completion of Taranto No. 2 plate rolling mill;
- rebuilding of Taranto No. 1 and No. 4, Cornigliano No. 2 and Bagnoli No. 5 blast furnaces;
- transforming of the Cornigliano open hearth steel mill into a Q-BOP steel plant;
- new electric steel plant at Campi;
- expansion of Cornigliano cold rolling mill;
- 550 section rolling mill at Piombino;
- medium rolling mill at Dalmine.

Plant completed or under construction: Iron and Steel

- No. 1 blast furnace, Las Truchas, Mexico;
- pelletising plant, Tubarão, Brazil;
- continuous casting and electric steel plant, Dalmine;
- No. 11 coke oven battery and its by-product plant, Taranto;
- reclaiming equipment for the Cornigliano 2nd pellet line;
- stacking and reclaiming equipment for Voita Redonda, Brazil;
- Piombino steelworks, No. 4 blast furnace;
- Piombino steelworks, fluids network system;
- Piombino steelworks, raw material stockyards;
- Bagnoli, medium section rolling mill;
- rebuilding of No. 1 and No. 2 coke oven batteries at Bagnoli;
- ship loader for Mineração Rio do Norte, Brazil.

Chemicals

- ammonia distillation and slurry treatment, Bagnoli;
- coal treatment plant, Taranto;
- extension to Livorno Cementir cement works;
- desalting plant, Taranto.

Ecology

- sewage treatment plant, S. Eufemia Lamezia (Catanzaro) and Valpolcevera (Genoa).

Furnaces

- car type furnace for forging plant, Campi;
- rotary pusher furnace, 200 tons an hour, for Taranto plate rolling mill;
- rotary hearth furnace, 160 tons an hour, for medium rolling mill, Dalmine;
- a walking beam furnace for Cockerill Ougrée, Belgium;
- a walking beam furnace, 110 tons an hour, for Piombino steelworks;
- 50 tons an hour walking beam furnace for Cogné;
- 5 car type furnaces and two soaking pits furnaces for Autopromimport, Moscow.

Energy

- Cordoba nuclear power plant, Argentina;
- electric power plant and blower station for No. 4 blast furnace, Piombino steelworks.

ITALIMPIANTI is a company specialising in plant engineering: the design and construction of industrial components and systems consisting of two or more units, each of which requires the services of specialists in a given technology. ITALIMPIANTI carries through design work from start to finish, from outline process studies to definition of the minutest constructional details. It accepts responsibility for choices and decisions relating to the technologies that will ensure that plant meets the required standards of operation. It also arranges for the supply and erection of the plant that it has designed and for its commissioning. The complexity of the tasks tackled and the work carried out by ITALIMPIANTI reflects the highly sophisticated technological and industrial standards that it has achieved. The company is constantly gaining ground in markets both inside and outside Italy. ITALIMPIANTI is firmly committed to taking every step to meet changing market needs, including the formulation of marketing strategies, the establishment of new development centres (companies with joint public and private capital, its own companies, subsidiaries), planning of new forms of trading the company's products for the resources of client countries and, finally, by efforts to diversify production in the light of knowledge and experience acquired through its past work. ITALIMPIANTI plays an active role in many industrial sectors: iron and steel, non-ferrous metals, ecological projects, cement works, desalination, energy, food products, shipyards, the car industry and mining. The company's versatility is justified by the fact that it is a member of a Group covering many sectors: IRI-Finisdier, whose other members include companies and bodies operating in every field, from iron and steel to electronics, from engineering to the service sector, from shipbuilding to agriculture.

ITALIMPIANTI is in co-operation with these bodies and companies, with special efforts in the field of integrated marketing, production planning, research and technological development. These ventures are contributing towards the export of plant and therefore of Italian technology, products and services in the form of technical and organisational assistance.

هكذا من الأصل

COMPUTING
Electronic
check-out
vision

SEARCH
Contractors
viewed

EDINBURGH
to the
RINA GENERAL
MANAGEMENT



A SALUTE TO THE LEEDERS WHO HAVE EMERGED IN THE PAST 25 YEARS.

In this Jubilee Year, the Leeds Permanent Building Society salutes Her Majesty the Queen on the occasion of her Silver Jubilee.

It has been a momentous quarter-century. There have been brilliant achievements.

Not just technological and artistic achievements, either. But progress for every man and woman. Just think, for instance, of the thousands of people who

now own their homes who would not have dreamed of it before 1952.

The Leeds has helped make this possible by granting over 563,000 mortgages to home buyers over the past two-and-a-half decades.

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The Leeds
PERMANENT
BUILDING SOCIETY

Permanent House, The Headrow, Leeds LS1 1NS.

HOME NEWS

Fisons to pay Syntex £2.9m. compensation

By DAVID FISHLOCK, SCIENCE EDITOR
FISON'S IS to pay the U.S. mechanism for inhibiting allergic reactions, leading to a \$30m. (£2.9m.) compensation for drugs that prevents rather than breaks off the marketing of the asthma drug Intal.

Forklift industry restructuring 'of little value'

By KENNETH GOODING, INDUSTRIAL CORRESPONDENT
THE RESTRUCTURING of Britain's forklift truck industry prompted by the industrial strategy programme may prove of little value and will certainly bring some big problems for the companies involved, it was suggested yesterday.

Stiffer company law urged for directors

By MARGARET REID
THE DUTIES and responsibilities of company directors should be spelled out more clearly by law, and those convicted of breaching the Companies Act should be liable to substantial penalties and to disqualification from holding office, accountants say.



Mr. Denis Healey, Chancellor (left), Lord Watkinson, president of the CBI, and Mr. Hugh Scanlon, chairman of the TUC's economic committee and president of the Amalgamated Union of Engineering Workers, at yesterday's Industrial Strategy Conference.

Sharp downturn in Government borrowing aided by BP sales

By MICHAEL BLANDEN

THE central Government borrowing requirement dropped sharply last month after the exceptional increases in the previous two months.

The figure was reduced by the impact of the sale of British Petroleum shares and by British National Oil Corporation foreign borrowing, as well as by changes in the pattern of some payments.

The borrowing requirement for June is provisionally estimated at £26m., compared with £1,170m. in the same month of last year. As a result, after running well up for two months, the requirement for the first three months of the financial year is put at £1,830m. against £2,210m. last year.

ICI plans solvent plant on Mersey

By Kevin Done, Chemicals Correspondent

THE BOARD of Imperial Chemical Industries has sanctioned plans to build a £27m. solvent plant at Runcorn, Merseyside.

The plant will have a capacity of some 100,000 tonnes a year. Subject to planning approval it could be built within two years, creating 80 new jobs in the area.

CONSOLIDATED FUND AND NATIONAL LOANS FUND

Table with columns: April 1-June 30 1976, 1977, Change, Budget forecast 1977-78. Rows include Consolidated fund Revenue, Expenditure, Deficit met, Other NLF transactions, Receipts, Payments, Net borrowing, Other funds and accounts, Central Government borrowing requirement.

elements, however, the figures still show a drop in the borrowing requirement. Expenditure from the consolidated fund in June was down by £50m., or 10 per cent, compared with a year earlier.

Westinghouse loses plea over uranium evidence

By DAVID FISHLOCK, SCIENCE EDITOR

WESTINGHOUSE ELECTRIC has been bailed again in its efforts to oblige Rio Tinto-Zinc to give evidence in connection with the legal action brought by Westinghouse and U.S. electricity utilities over \$2.9m. worth of uranium supplies.

Westinghouse lost a three-day appeal against RTZ's claim of privilege under the Fifth Amendment—a U.S. legal device to avoid self-incrimination.

In the Court of Appeal yesterday Lord Denning, Master of the Rolls, awarded costs to RTZ and refused Westinghouse the right of appeal to the House of Lords.

Brewers sound warning

By KENNETH GOODING, INDUSTRIAL CORRESPONDENT

THE brewing industry's return on capital is well below that for industry in general, and any further reduction would put investment plans totalling £1.5bn. over the next three years at risk, the Brewers Society has told the Price Commission.

NEWS ANALYSIS—DIESEL ENGINES

Attractive takeover field

By TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

HAWKER SIDDELEY, which said yesterday it was talking on a possible offer for the Gardner diesel engine company, is not the first big company to cast an eye on this Manchester group.

In the U.K. Gardner is by far the most obvious company to acquire. Most diesel engine manufacturers are either large in their own right or connected with large companies already.

much money to spend after nationalisation of its aerospace business, and Gardner is making healthy profits—£1.6m. last year on a turnover of £17.6m.—which show no signs of drying up.

Rolls' role
Both the craft nature of Gardner's and its dated technology make it a limited platform to build on. Although everyone in the diesel business has a great respect for the engine, still one of the quietest and most economical on sale, the company is believed to have no big new developments in the pipeline, and if it began to add capacity, in such a craft business, it would be hard to maintain quality.

LABOUR NEWS

Booth set to take first Press charter road steps

By ALAN PIKE, LABOUR STAFF

DEPARTMENT of Employment ministers are to start immediate consultations with interested parties as the first step towards preparing a charter on Press freedom now that the Royal Commission on the Press has reported.

The discussions will start before the Parliamentary recess and ministers hope that they will have reached an advanced stage by the autumn.

Mr. Albert Booth, Employment Secretary, has to produce a charter in view of the failure of the newspaper industry to agree on its own voluntary document. He has been awaiting the Royal Commission report before beginning consultations. Recommendations in favour of such a charter, administered by a strengthened Press Council, are included in the Commission's report.

Impossible
The need for a charter was acknowledged after arguments during the passage of the Trade Union and Labour Relations (Amendment) Act that a closed shop in journalism might threaten Press freedom.

A management-union affirmation of "dedication to the principle of the freedom of the Press" is contained in an agreement between the National Union of Journalists and Wilson Press Council or an alternative publishers of the Stratford Express and other newspapers in East London and Essex, which has

conceded a post-entry closed shop to the NUJ. As a result of signing the agreement Wilson and Whitworth has resigned from the Newspaper Society—the organisation representing provincial and local publishers—which is firmly opposed to the closed shop principle of journalism.

The requirement making NUJ membership a condition of employment does not apply to the group editor, existing staff who are not in the union and those with approved religious objections to trade union membership.

Disputes over interpretation of the agreement, if impossible to resolve through internal procedures, would be referred to the Press Council or an alternative arbitration body with its findings fully and finally accepted by company and union.

Wages must match inflation—NUR chief

By OUR LABOUR STAFF

WAGE INCREASES after Phase Two expires at the end of this month must not be less than the inflation rate, Mr. David Bowman, president of the National Union of Railwaymen, said at the opening of the union's conference in Ayr yesterday.

Phases One and Two, he said, had resulted in a drastic decrease in workers' living standards, and that could not continue. "If Government's White Paper and there is an understanding of arrangement—call it what you will—between the Government and the TUC it must be based on the maintenance of the real living standards of the working class."

Mr. Bowman said that he would be prepared to accept a further TUC-Government agreement provided that it included a severe check on price rises, action on differentials, and extra money for increased productivity.

On transport policy Mr. Bowman was critical of the Government's White Paper and said that the union would use its full economic and political power to ensure that a positive policy was achieved. He warned that if rail investment were held at present levels it would result in railway closures by the 1980s.

Leyland lays off 2,000 as 12 strikers stay out

By ARTHUR SMITH, MIDLANDS CORRESPONDENT

LEYLAND CARS last night laid off 2,000 production workers at the Solihull plant, which makes bodies for the Rover, some 1,000 employees have been idle for two weeks.

The men, who fit small machine tools, are demanding earnings comparable with those of other toolmakers. The 12 are not due to meet again until Thursday.

Until now the company has found alternative employment for 1,900 assembly workers at Solihull. At Castle Bromwich, which makes bodies for the Rover, some 1,000 employees have been idle for two weeks.

Workers at the Lucas car components factory in Birmingham, who paid the wages of a dismissed colleague, have succeeded in getting him reinstated. The company said last night that Mr. Bill Ewer, a tool-setter, had been re-employed after a conference with union officials.

Mr. Ewer was sacked 13 days ago for allegedly refusing to maintain plant on his section.

Postwoman wins ruling in seniority struggle

By OUR LABOUR STAFF

POSTWOMAN Mrs. Letitia Steel, 58, yesterday won the latest round of her battle to end what she claims is sex discrimination in the Post Office.

Mrs. Steel, a postwoman since 1961, had wanted to work on a particular post round in her home town of Newport, Gwent, but was turned down in favour of a man with fewer years' service.

The Post Office has a rule that a woman's years of service before postmen and women were put on an equal footing in 1975 cannot be taken into account when deciding seniority.

Three employment law judges ruled yesterday that, unless the Post Office can justify the rule, it is guilty of sex discrimination. The Employment Appeal Tribunal ordered Mrs. Steel's complaint should be reinvestigated by an industrial tribunal.

Mr. Justice Phillips said that though the effect of the management-union agreement was to eliminate discrimination for the future, the form of the Post Office-union equality agreement was such that the effects of past discrimination would linger on for years.

The Tribunal suggested that as it might be possible to solve the matter by negotiation rather than further litigation, the Equal Opportunities Commission should be brought into the talks.

ICL white collar men submit pay claim

By Nick Garnett, Labour Staff

A WAGE CLAIM involving Phase Two payments, a b scheme and a further award linked to rises in cost of living was submitted yesterday for 5,000 white-collar workers at International Computers Ltd.

The package is designed meet specific conditions ICL is likely to set pattern for further claims where by Clive Jenkins, President of Scientific, Technical and Managerial Staff, is the unions involved in ICL negotiations.

The company has responded by offering maximum under Phase Two but prepared to enter into other forward contracts. ICL white-collar union yesterday that that was inadequate and unless company changed its within the next two they would be cost industrial action.

The claim is a joint by TASS, the engine union's white collar s EESA, the clerical section the Transport General Union, APEX and ACTSS, the side of the Transport General Union.

Apart from the Phase payments from June, the bonus scheme to a pay plan based created turnover prop the past by the company in July 1975 of pay restrictions.

Bonus scheme

If the bonus scheme had been introduced in the past two years for dual employees. The argue that the pay plan deemed to be a selling productivity scheme.

In the third part claim, the unions wanted to be paid for increases in the cost currently about 17 per but are prepared to part of the bonus payments within it. I of the claim should be met as soon as is practicable.

A joint union statement ICL was free to enter agreement in principle any possible future level. The unions are not to allow the company impose a Phase Two settlement for 12 months. ICL rejected the company Two offer for fear of losing the rest of the.

A similar number white collar staff already accepted. Ph payments are due for settlement in the ASTMS is hanging large number of claims scheduled this summer.

Knitwear and condition claim lodge

By OUR LABOUR STAFF

THE ANNUAL pay conditions claim for 70,000 and knitwear workers in Wales has been to the employers' industry's national joint.

Apart from wage claim seeks to ensure day's wages are paid employees called in even for part of a guarantee of a full v for each week through year.

It also includes a paid holiday for men and women who are contracted to work less hours a week and for if an employer cannot work immediately by after a holiday, employees receive full wages on the day.

The industry's national joint agreement is settled in autumn from the beginning of the year.

Royal Coll now a unic

By OUR LABOUR STAFF

THE Royal College of and the British Dental Union are among the trade unions to receive rates of independent Employment Appeal Tribunal. The Commission have issued to 255 unions with 29 applications in further 30 are under consideration.

New pension scheme adv

By ERIC SHORT

A BOOKLET designed to help trade union officials in negotiating pensions improvements and participating in the management of occupational pension schemes has been published by the Workers' Educational Trust.

The authors argue that if the consultative process is to mean anything, then it must lead to a model agreement, jointly examining and discussing the financial and industrial relations implications of the decision.

The booklet provides a checklist of points to look for in any negotiation provided by employers. It sets out the maximum benefits that can be negotiated within the constraints imposed by the Inland Revenue in relation to eligibility, retirement age, pensionable earnings and contributions. The factors relevant to designing a good pensions scheme are discussed.

The authors point out that officials must be satisfied the provisions for and amending an existing satisfactory. The booklet sees a model agreement, "riding-on-top" scheme, the State pension, the question of membership in administering schemes. They consider pensions are now part of trade union negotiations. The authors point out that the maximum benefit that can be negotiated within the constraints imposed by the Inland Revenue in relation to eligibility, retirement age, pensionable earnings and contributions. The factors relevant to designing a good pensions scheme are discussed.

Company refused to talk, says APEX QC

The North London... The five decided to approach a union, and on August 23, there was a walk-out.

They were joined outside the factory by Mrs. Jayaben Desai when she was dismissed following a row with a supervisor.

Mr. Shields was critical of a ballot organised by Grunwick's employees to discover whether they still wanted to join a union.

But the ballot did not take account of those on the picket line outside, he added.

Mr. Shields went on to say that before the company's ballot there was a serious pressure by the management, from Mr. Ward in particular.

Mrs. Jayaben Desai, of Wembley, said she started at Grunwick in 1974 and worked there in the mail room department.

BUSINESS AND INVESTMENT OPPORTUNITIES

READERS ARE RECOMMENDED TO TAKE APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS

MOTOR INDUSTRY ACQUISITIONS SOUGHT. We are an International Manufacturing and Marketing Organisation seeking to acquire for cash manufacturing companies in the U.K. and Western Europe allied to the Motor Industry.

LARGE DEPOT FOR SALE CENTRAL WEST GERMANY. Large depot containing various engineering equipment—Bailey Bridging, Unimog Trucks, Helicopters, Heavy Mercedes Diesel Trucks.

DUTCH COMPANY SPECIALISING IN STAINLESS STEEL FABRICATIONS. Modern factory and office of about 15,000 sq. ft. on a prime site of over 2 acres near Arnhem.

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EXPORT. Old-established company based in the United Kingdom with thorough working knowledge of export procedures and contacts throughout the world.

BOURNEMOUTH. MODERN 43-BEDROOM HOTEL IN PREMIER POSITION. Proprietor's seek SALE OF FREEHOLD WITH LEASEBACK ARRANGEMENT. CAPITAL ENHANCED.

WANTED FOR CASH. SURPLUS STOCKS, DISCONTINUED LINES ETC. OF ANY DESCRIPTION. NO QUANTITY TOO LARGE.

QUOTED COMPANY. Control available of small quoted company by purchase of shares, by injection of profitable company or by combination of both.

PROGRESSIVE FOOTBALL LEAGUE CLUB. seeks Sponsorship proposals from interested Companies and Individuals.

PLASTIC WELDERS. Invite manufacturers who consider their products subject for promotion, the presentation of which can be enhanced by PVC welding.

DISTRIBUTORS/DEALERSHIPS. Available for Established U.S. Advanced Computer System.

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Cash flow problems? Then cash this! Need Cash Now? You've got it right there on your books. Confidential Invoice Discounting Ltd gives you the cash against invoices—money you can put to work today.

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BETTER RETURN ON YOUR INVESTMENT? Talk to Dunn & Hargitt. Dunn & Hargitt have a proven record of success in identifying investments.

LEN MATHEW. Investor in a property storing building, seeks cooperation with regard to acquisition and/or lease of his patents in the following countries:

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W. F. MOORE ASSOCIATES. is opening a London office specialising in mergers, deals, and purchase by large limited liability companies.

CPA ADVISE ON CASH GRANTS. under the Industry Act for expansion or modernisation of manufacturing companies.

GRESHAM TRUST LIMITED. Offers a wide range of banking services, including—Selective finance for property development—Commercial and industrial loans—Bill discounting—Acceptance credits—Leasing—Permanent and long term capital for the successful private company.

Looking for Extra Business? A 50 year old Australian Engineering and Trading Company with offices in Sydney and Melbourne has just formed a General Products Division.

A LONDON BASED CONSTRUCTION AND PROPERTY DEVELOPMENT GROUP wish to expand into Allied Industries or to diversify through acquisitions of Companies in need of capital injection.

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DEPARTMENTAL STORES. A large, well-established company with a present turnover of £1,500,000 manufacturing and retailing its own products requires sites in large department stores on a rental or profit-sharing basis.

British component manufacturer, well established in Marine and Offshore industry, with agents in 30 maritime countries, is interested in marketing additional lines overseas.

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ESTABLISHED CONTINENTAL HAULAGE BUSINESS. Four Scania 110/111 units. Four 12 metre tip trailers. 32 Franchi tail lift permits (23 unused).

INVESTOR REQUIRED. Business Group acquiring substantial and highly-profitable investment requires investor £10,000-£20,000 to participate.

12 MONTHS RENT FREE. Up to 200,000 sq. ft. low-cost Warehousing available Glasgow area.

PLANT AND MACHINERY. FORK LIFT TRUCKS—USED. Excellent condition in manufacturers colours. Diesel engines. Free standing free fork trucks.

WANTED. A second hand Transfer Press in good condition of at least 250 Tons with at least 8 operating cylinders.

match JR chief

2,000 fly out

ruling gle

scheme

AS forced to back on recognition

ISAL of the Advisory, its report, 'Now talk, you have and Arbitration played about long enough.

Even if ACAS had erred in law by reporting without ascertaining the opinions of all the relevant workers, the report would not be invalid, Mr. Henry submitted.

Mr. Henry said ACAS had been correct to seek the opinions of the strikers as being 'workers' to whom the issue relates.

The strikers qualified under all three heads, he said.

Mr. J. Hampden Inskip O.C., was ACAS forcing adopted Mr. Henry's submissions to rattle back on behalf of APEX and Lord Widgery said he would give judgement at two o'clock this was simply saying in

PARLIAMENT and POLITICS

Grunwick violence by small minority—Rees

BY IVOR OWEN, PARLIAMENTARY STAFF

DEMANDS BY Opposition leaders for Government intervention to secure the suspension of official picketing outside the Grunwick factory while proceedings concerning the dispute are in progress before the High Court and the Scarman tribunal were rejected by Mr. Marjory Rees, Home Secretary, in the Commons yesterday.



Mr. Whitelaw... wanted picketing called off.

He firmly dissociated the Government and the Labour Party from the violence which resulted in 18 police officers being injured outside the factory yesterday but argued that those responsible were "a small minority" not connected with APEX, the union primarily concerned, or the TUC.

Mr. Rees repeated that all the information he had was that the march had been perfectly peaceful. "I hope nobody would want to stop that."

Mr. Rees replied that the small minority responsible for the violence would not listen to an appeal from him, Mr. Whitelaw, or Sir Keith Joseph. He said that the Government would be taking place before the High Court and the Scarman tribunal.

public disorder. The Police Commissioner should be asked to consent to an order under the Public Order Act which would prevent any similar march being staged for a period of up to a maximum of three months.

The change was written into the Bill at the start of its committee stage in the Upper House.

The Bill, which, three weeks ago, ended its Commons stages with a marathon 31-hour sitting, extends the life of the Commission and reconstitutes it with stronger powers to investigate prices and profits and to freeze prices in some cases.

Mr. Emlay Heeson (L., Montgomery) contended that violence was inevitable with 10,000 people gathered in the narrow streets around the Grunwick premises. "Is there any purpose at this stage of the proceedings other than intimidation?" he asked.

Prices Bill change forced by Tory Peers

BY PHILIP RAWSTORNE

THE TOUGHER Price Commission, proposed by the Government, should be subject to annual review by Parliament, the Lords decided yesterday.

The Government was defeated by six votes when Tory peers proposed a new look at the Commission and its continued existence every year after July, 1978. Voting was 75 to 69.

For the Tories, the Earl of Mansfield said much of industry and the Opposition had been perturbed by the setting-up of a permanent Price Commission.

He said the Commission had been singularly ineffective in holding down inflation and price increases. It should exist only as long as there could be some effective form of price restraint.

Liberals welcome pact scrutiny

BY PHILIP RAWSTORNE

SAFFRON WALDEN has certainly reassured the Liberals. Mr. David Steel, the Liberal leader, nonchalantly opened the Jubilee Daily Foods Festival yesterday just before the Commons was due to debate the Lib-Lab pact.

And when Mr. Charles Morrison, Conservative MP for Devon, rose in the Commons to draw attention to the alliance, Liberal MPs actually laughed in anticipation.

Mr. Ronald Bell, straining to debate the dangerous decline in standards taking place "under the impudent banner of a new alliance," actually added another to his list.

But Mr. Morrison had already placed the pact firmly among the political sins of the permissive age.

Mr. Fred Mulley, Defence Secretary, issued a special statement to dissociate himself from the conclusions of the document drawn up by a high-level study group under the aegis of the party's policy-making national executive committee.

Petrol duty reduction proposals

BY PHILIP RAWSTORNE

THE GOVERNMENT has proposed changes to the Fuel Bill which would defer to the 5p petrol duty rate from 6 p.m. on August 8 p.m. on August 8.

A further amendment allow the Commission Customs and Excise to make payments at the rate of 5p under arrangements avoid dislocation of petrol to garages.

The proposals follow an taking by Mr. Joel Barnett Secretary, Treasury, during Finance Bill's committee to consult trade organisations if a more complete could be found on which duce the duty.

Details of repayment in ments are still being worked with the oil industry's Motor Agents' Association

Party if it had contained more moderates like Mr. Morrison. But the Right Approach coalition no policies, he said. And even if it had, that was no guarantee that they would ever be carried out.

Defence proposals by Left study group threaten row

BY RUPERT CORNWELL, LOBBY STAFF

IN GREAT EMBARRASSMENT, the Government last night totally repudiated the latest scheme of Labour Party Left-wingers for radical surgery to Britain's defence forces, including the phased withdrawal of the Polaris nuclear submarine deterrent.

Mr. Fred Mulley, Defence Secretary, issued a special statement to dissociate himself from the conclusions of the document drawn up by a high-level study group under the aegis of the party's policy-making national executive committee.

At the same time, two junior Defence Ministers, Dr. John Gilbert—Mr. Mulley's No. 2—and Mr. James Wellbeloved, Under Secretary for the RAF, reluctantly took part in some sessions of the group, disowned its findings, and have submitted their own paper backing the Government's existing policy.

Decisions on the right level of defence spending had to be carefully balanced, Mr. Mulley said, and it would be wrong to bankrupt the country by spending more than could be afforded.

The Government remains firmly committed to its White Paper policy of earlier this year to make a substantial contribution by land, sea and air to NATO.

Civil Service protest

BY PHILIP RAWSTORNE

THE GOVERNMENT yesterday to take steps to the steady growth in the of civil servants.

Mr. Ian Gow, (C., East) asked in the Commons Government proposed to this year's budget to expand the number of civil servants.

He had been told Charles Morris, Minister for the Civil Service, number of civil servants grown by 45,500 since the Government came to 1974.

Mr. Morris said that 1, this year, there were civil servants compared 1974.

Government proposed to this year's budget to expand the number of civil servants. He had been told Charles Morris, Minister for the Civil Service, number of civil servants grown by 45,500 since the Government came to 1974.

Leyland orders scheme explained

BY MR. LESLIE HUCKFIELD

Under-Secretary for Industry, yesterday met representatives of the major motor vehicle manufacturers to enable their industries to plan ahead in terms of investment and employment.

Mr. Huckfield stressed: "Though it is not practical for Ministers in this Department to consider every single order, which would in any case not be consistent with our policy of leaving such matters to the commercial judgment of the management, we do want to ensure that British manufacturers in every way get a fair chance."

Uganda exports debate refused

BY MR. LESLIE HUCKFIELD

AN ATTEMPT by Mr. Greville Janner (Lab., Leicester W.), to obtain an emergency debate on the alleged export of trucks and vehicles to the police and armed forces in Uganda, was rejected by the Speaker in the Commons yesterday.

The dissenters

BY PHILIP RAWSTORNE

Meeting recently in Paris, a group of economists—the Shadow European Economic Policy Committee—took a long look at orthodox economic policy, and came up with their own analyses and advice for finance ministers in Germany, Britain, France and Italy.

World Value of the Pound

BY PHILIP RAWSTORNE

The table below gives the latest available rates of exchange for the pound against various currencies on July 11, 1977. In some cases rates are nominal. Market rates are the average of buying and selling rates except where they are shown to be otherwise.

Table with columns: Place and Local Unit, Value of £ Sterling, Place and Local Unit, Value of £ Sterling. Lists various countries and their exchange rates.

Advertisement for Bache Model Roland International, a division of Bache Halsey Stuart Shields. Includes contact information for Leo Model and Rolf R. Roland.

Advertisement for THE BANKER magazine, July issue on sale now. Includes details about the magazine's content and subscription information.

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The Management Page

EDITED BY CHRISTOPHER LORENZ

Some of the most successful French companies are traditionally run. Sue Cameron visits glassmaker Durand et Cie, home of the famous Cristal d'Arques.

A feudal patron par excellence



M. Durand outside his new factory at Arques.

DURAND, the patriarchal head of the glass manufacturing that bears his name, has made everyone who works for him by insisting he was

Until just before the second world war all their glassware was produced by traditional methods and it was not until the late 1930s that they began to introduce automation in a small way.

Further development in this area was suspended by the outbreak of the war, but as it was over Durand decided to go over to full automation. Traditional glass blowing was phased out within a few years although this did not result in skilled workers losing their jobs, because of the rapid pace of the company's growth.

Most of them were simply retrained and transferred to the new machines. At the same time as the glassworks were being automated, M. Durand decided to concentrate much of the company's efforts on exports and leave the home market virtually to take care of itself.

Automation

Many people have put off setting up home until the war was over. Others were anxious to replace the basic household items they had lost and had been unable to buy during the years of austerity. All of them wanted tableware and M. Durand realised that there would be enough business for everyone at home.

He also recognised that his competitors only 500 workers but to-day it is reckoned that he employs 7,300 people. It is some years before they turned their attention to the possibility of overseas trade. He eventually did so by finding Durand et Cie firmly enclosed in the export market.

This is exactly what happened. The success was made possible by the company's early investment in automation, which enabled Durand to increase output rapidly and to cater for the home and overseas markets simultaneously.

In 1945 Durand et Cie was reckoned to have a turnover of £10m. and as it was over £100m. and between seven and eight per cent of this is invested every year in new plant. This autumn the company will open two more factories in Arques with machines that can both press and blow the molten glass into shape.

At present Durand et Cie exports 67 per cent of its products. The U.S. is the biggest importer of the company's tableware, followed by Germany, the Benelux countries, the U.K. and Italy. These are the Durand's major overseas markets but their goods are sent all over the world. In Britain they rely mainly on distributors, although Boots and House of Fraser stores also provide a direct retail outlet. The main lines in the U.K. are Cristal d'Arques lead crystal glasses, the opaque white Arcopal tableware and Arcoroc—a range of products made in toughened glass and aimed principally at the catering trade.

The company's expansion has required a large increase in the number of workers. In 1945 it had only 500 workers but to-day it is reckoned that he employs 7,300 people. It is some years before they turned their attention to the possibility of overseas trade. He eventually did so by finding Durand et Cie firmly enclosed in the export market.

Whatever the truth of the matter, the facts are that a number of employees ignored the call for industrial action. As a result the strike quickly collapsed.

As soon as it was over M. Durand held a bloody assize. All those who had taken an active part in the walk-out—roughly half the total labour force—were identified. And all of them were sacked.

It is said that the town of Arques has never forgotten M. Durand's action. To-day 25 per cent of the company's employees belong to the Communist Confederation Generale du Travail, 22 per cent are in the Confederation Francaise du Travail, a left wing breakaway group from one of the big Roman Catholic unions, and 53 per cent belong to the Durand house union which was formed in 1968 following the riots of that year and various changes in French law. Yet when Jean-Jacques Durand, eldest son of M. Durand, was asked which union the company negotiated with over pay, he replied simply: "We don't."

Bonuses

"Sometimes we might discuss bonuses with them but basically we tell them what we are going to pay them," he said, adding kindly: "I think perhaps we do things a little different in France."

Durand et Cie normally pays its workers according to the rates laid down by the French glass federation, although the company itself is not a member. In a good year employees can expect a little extra.

Despite the apparently high-handed attitude of the Durands towards such things as pay, the

workforce seems to be extremely loyal. One reason for this is that the wages compare most favourably with average rates of pay for Northern France as a whole. The region is depressed and has been for many years. So reasonably good pay coupled with job security are highly valued by those who live there.

And the Durands, in true paternalistic tradition, do their utmost to guarantee their workers' jobs. In 1975, for instance, there was a slump in the area. Many people, including thousands of steelworkers from the plant at Dunkirk, were laid off. Durand et Cie, like everyone else, was hit by the crisis. But M. Durand kept every one of his employees. His only economy in terms of manpower was to call a temporary halt to recruitment.

He gambled—rightly—on the worst effects of the crisis being over inside a couple of months. He therefore told the labour force that he himself would finance an extra month's stock rather than make anyone redundant, at least in the short term. As it turned out the company did not lose by this decision. And the gesture seems to have been much appreciated by Durand employees.

M. Durand is a good boss in other ways as well. He has built a sports centre for his workers—this is fairly unusual in France—and the company now sponsors no fewer than 25 employee football teams. It also provides holiday homes for the children of its employees. The idea behind this is that parents should have the chance to go on holiday alone and enjoy a tower block. They are deterred from this by their demand for brief respites from their demanding offspring. On the other

hand, many big French companies operate schemes of this sort for their workers.

The Durands have long established, and apparently effective, communication channels with their employees. They have had a works council for years and since 1968 this has included trades union representatives. The company discloses information on such things as monthly sales figures to the labour force and it does so on a regular basis.

Ruined

In addition to this any employee who has a grievance, a query or a personal problem, has the right to go straight to M. Durand and discuss it with him. At any hour of the day or night there is at least one member of the Durand family on duty to deal with any major difficulty that may arise in whatever sphere. This means that in the evening the Durand who is on duty must never be more than an hour's drive from the plant.

The family's influence can be seen in the town of Arques itself. The Durands have cooperated with the Arques authorities and with a property company to encourage their workers to buy their own houses. The advantage of this from the family's point of view is that they can ensure that all new homes are well designed, attractive and properly landscaped. One reason for this is that the Durands have shown how the nearby picturesque town of Saint Omer has been ruined by the erection of quite extraordinarily ugly tower blocks. They are deterred from this by their demand for brief respites from their demanding offspring. On the other

M. Durand himself lives in a centuries old chateau in the centre of the town and insists that all his executives live in or reasonably near Arques—unless they are actually working overseas.

Jean-Jacques Durand says that in the short term there is every reason to hope that the company will go on expanding at its present rate. Its long term future is less certain. The Durands would like the organisation to remain a family concern for as long as possible because they are convinced this is one of the reasons for its success.

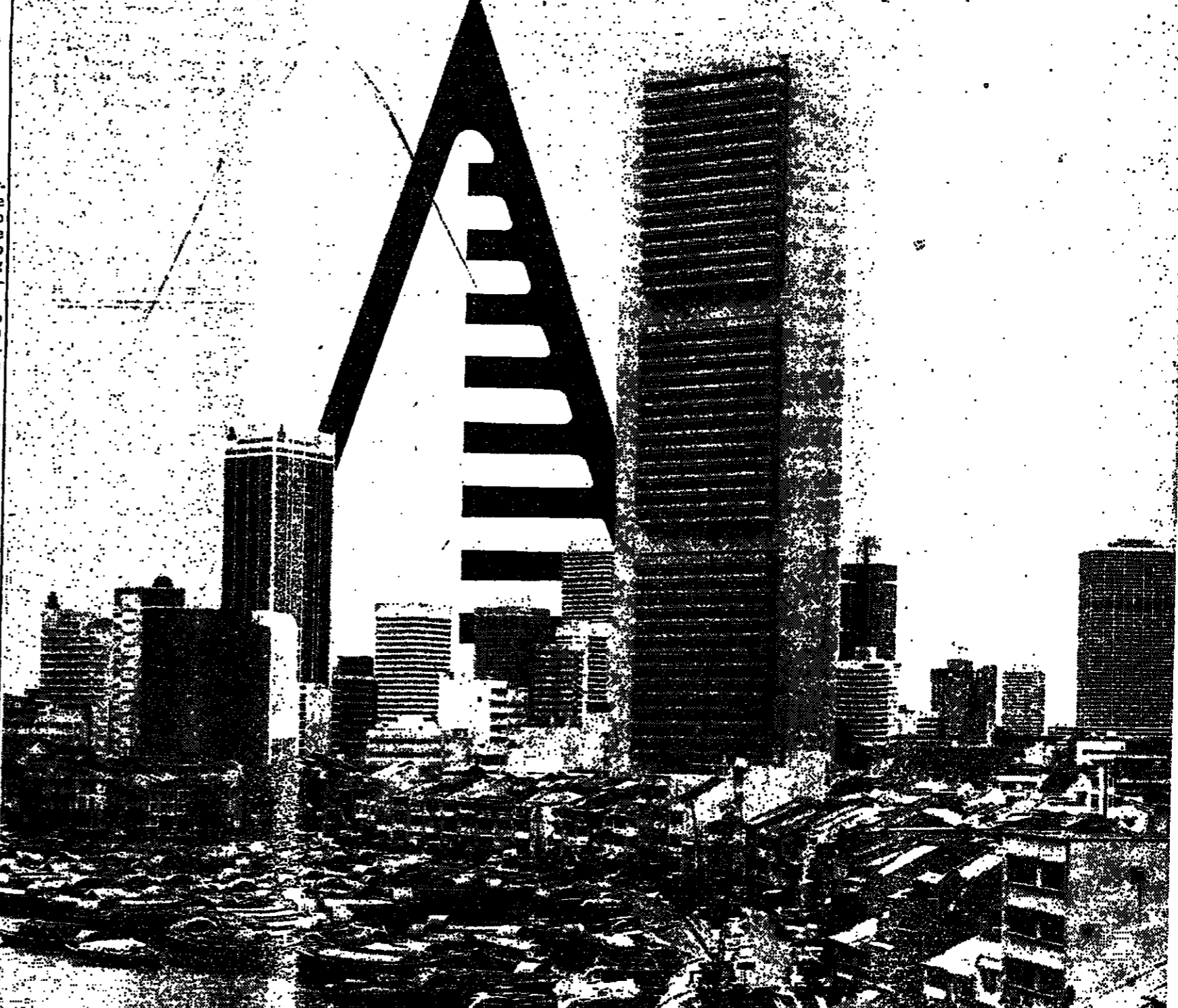
But M. Durand already has 13 grandchildren and it is thought the final count will be at least 15. Not all of them will want to go into the glassworks and it is felt that when this generation grows up the only equitable thing to do will be to go public.

That way everyone will obtain a fair share of the wealth.

The Durands do not relish the prospect. M. Durand and Jean-Jacques have an almost morbid horror of the company's being taken over by financiers who know much about money and absolutely nothing about glass tableware. Yet the entrepreneurial M. Durand cannot go on forever. And whether his sons and daughters—however competent—will show his superb business flair, remains to be seen.

In June this year M. Durand, who was made a Chevalier de la Legion d'Honneur in 1962 when his company won the French Oscar award for export, officially announced that he was going into semi-retirement in Arques no-one seems certain whether to take this as a threat or a promise. Or whether even to treat it seriously at all.

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UP 20 PROJECT

1-purpose venture capitalist seeks support of industry

VARIOUS initiatives of Reed International, the venture capital paper, printing and publishing in the U.K., there are few—perhaps only one—of an initiative 18 months ago by a number of redundant or "seed" capital. So executives who found themselves on the same Government-funded management course at Manchester University.

The aims of Group 20 are ambitious. It wants to harness innovations and inventions and ideas and inventions spring from and what type of projects succeed; they also assessed their own ideas on how they could initiate something which would give themselves employment. Three of ten or so projects they considered worth developing ran into problems because of the difficulty of finding anyone willing to back them. They are now processing 15 projects a week, and aim when fully established, to look at about 1,000 a year, and to back 20 of them per annum.

Mr. Tony Peck, a member of Group 20, explained yesterday that many ideas they had come across did not meet the criteria of the National Research and Development Corporation—the Government-backed organisation which is one source of "seed" capital—but would nonetheless be worth developing and would provide employment for ten to 15 people. This was the type of project they hoped to develop.

Charitable status hoped for Support from Executive Standby, an organisation specialising in finding short-term projects for retired executives, has been forthcoming (to provide experience in assessing the worth of inventions and other projects) and Charterhouse Developments, the venture capital organisation, is providing advice.

Group 20 is hoping to get financial backing from industry to set up a "seed" capital fund which would be administered by representatives of those companies contributing to Group 20 itself—which, despite some doubts at present, is still hoping to get charitable status so that it can be established as a foundation—and will sponsor projects, carry out the necessary screening processes and help get projects off the ground.

As Mr. Jarratt commented at yesterday's launch, "unemployed executives and unemployed ideas getting together must have a lot going for it."

Nicholas Leslie

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Distant thunder over the German economy

By ADRIAN DICKS in Bonn

Better price outlook

EVEN AT a time when the more than stock appreciation, ostensible basis of the Government's policy for bringing inflation under control seems suddenly to have given way, there is no reason to play down the improved trend apparent in the wholesale price indices for June. In the first place, the latest increase in the index of output prices is markedly less than in the two previous months -1 per cent against 1.6 per cent - and would have been smaller still but for relatively sharp price increases in the food manufacturing industries.

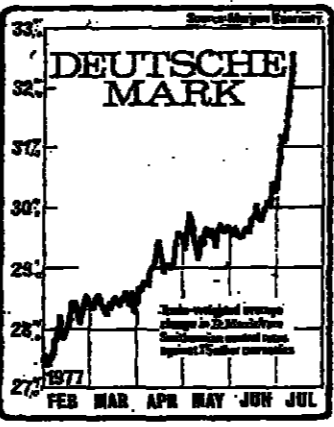
In the second place, the tendency for input prices to fall has continued: the fall, which was 3 per cent in May, was 1 per cent in June. A large part of these input costs are those of imported fuel and raw materials, and the fall in the index is probably advance notice of a drop in import prices. This in turn is due to two separate factors, lower world prices for a number of important commodities and the stability at a higher level than earlier of the sterling exchange rate. It is noticeable, in fact, that while the price of imported food raw materials fell by 5 1/2 per cent in the second quarter, those of home-produced materials rose by 3 1/2 per cent.

Profits trend
These figures have their implications both for the course of profits in manufacturing industry and for the future path of inflation. So far as profits are concerned, a period in which output prices are rising faster than raw material costs should be good for margins, especially while labour costs are under fairly tight control. Although the rate of return on capital is still very low by past standards, the gross profits of all industrial and commercial companies are estimated (and the estimate is subject to quite drastic revision) to have reached £8.7bn. in the six months to end-March, an increase of £1.5bn. on the previous six months. Quite apart from the fact that £0.4bn. of this increase represented no

Japan clings to the centre

JAPANESE VOTERS had the chance at the week-end to derail the conservative Liberal Democratic Party which has been ruling the country for more than 20 years. They decided not to take the risk. Though the full results of the election to the Upper Diet will not be known until today, the LDP, with the support of independent members, seems assured of a majority. The importance of this is that the opposition parties will not have the power - which it seemed possible they would get on the basis of pre-election opinion polls - of holding up the legislation of Mr. Takeo Fukuda's government through the use of the veto of the Upper House. The main swing, instead, has been against the dissenting voices of the road coalition of the business community, the administrative elite and the political bosses which brought about the post-war boom.

Endorsement
The result is also a personal endorsement for Mr. Fukuda. He took over as head of the LDP and Prime Minister after the party lost its absolute majority in the election to the Lower House in December. The cause of that setback lay in the discrediting of the party that followed the revelations of the Lockheed scandal. Attempts by the former Prime Minister, Mr. Takeo Miki to cleanse it of corruption resulted both in an increase in in-fighting between rival factions and in the departure of disgruntled members to the New Liberal Club. The tactical skill of Mr. Fukuda has been in burying the corruption issue and reuniting the party. In the process he has raised himself head and shoulders above his two main rivals - Mr. Miki, who would have tried to reclaim the Premier's mantle had Mr. Fukuda stumbled, and Mr. Ohira, the powerful party secretary general with whom he is supposed to have an agreement to hand over the Prime Ministership at the end of 1978.



AT A TIME of renewed nervousness in the foreign exchange markets, President Jimmy Carter and his guest, Herr Helmut Schmidt, the West German Chancellor, will turn their attention this week to the question of how major western industrialised countries are going to achieve an average growth rate of 5 per cent - to which they pledged themselves at last month's ministerial meeting of the OECD.

To judge from the speech made at that meeting by the U.S. Treasury Secretary, Mr. Michael Blumenthal, Herr Schmidt can expect once again to hear a sermon about West Germany's duty to do more for the rest of the world by boosting domestic demand. West Germany has generally turned a deaf ear to these pleas in the past. Only two months ago, Herr Schmidt was still expressing confidence at the London economic summit meeting that his Government's 4.5-5 per cent growth target this year could be met.

In Washington this week, he is likely to adopt a much more guarded position. Bonn has in no sense come round to accepting the more impatient type of criticism to which it has been treated abroad, but domestic political pressure, reinforced by the latest economic evidence, has built up to the point where the Government will be forced to start thinking during the summer of measures it might announce in the autumn to sustain recovery through 1978.

Herr Schmidt and his Free Democratic coalition partners - who hold the economics portfolio in the person of Dr. Hans Friderichs - have not come around to that point of view willingly. Yet hesitations about this year's growth performance, articulated to the OECD by Herr Friderichs' State Secretary and chief economist, Dr. Otto Schlecht, have now hardened into a reluctant acceptance that the two-year-old climb since mid-1975 has once again flattened out. Although strong reasons remain for the Government's hope that growth has picked up, slightly during the second quarter, and may even

accelerate a little more during the third and fourth, there is an increasing conviction among officials that present policies will not suffice to keep up the momentum next year. Trying to make out what the economy has been really doing during the first half of this year has been an uncommonly difficult task. For a start, the Government has not been receiving statistical information that it can rely on about industrial production, new orders, or Gross National Product. Technical changes in the basis of calculation of these indicators and in the manner in which the individual State statistical departments process them for the Federal Statistical Office in Wiesbaden, have still to be fully smoothed out and applied retroactively to earlier figures.

It is theoretically possible, therefore, that once the statistical problems have been overcome, first quarter real GNP growth will turn out to have been higher than the 4 per cent previously registered, and the slowdown from 6 per cent in the fourth quarter of 1976 less abrupt. But Dr. Schlecht holds out little hope of any such comforting revision. Industrial production in May, on the new basis of calculation, actually fell by 3 per cent during the month, while on a two-month comparison of April and May with February and March, there was a decline of 1.5 per cent. New orders to industry during May also fell by 2 per cent, after recovering somewhat in the first quarter from a sharp fall after the new year. Up to the beginning of June, new orders received in 1977 stood only 2 per cent above the level of the first five months of 1976, although those from foreign customers were 8 per cent higher.

No statistical ambiguity

The clinching evidence has, however, come from the unemployment figures, where there is no statistical ambiguity. Figures for June, published last week, showed a drop of only 15,500 from May to 831,000. The unemployment ratio, at 4.1 per cent, showed no change. Yet in June there were actually almost 10,000 more people out of a job than in June 1976. There can be little doubt of the severe blow that these figures dealt to the morale of economic policy makers in Bonn. For six months past, the Government has been wont to counter high unemployment figures, month by month, by pointing out that there had at least been an improvement over 1976: it can do so no longer. Herr Josef Stügel, head of the autonomous Federal Labour

Office, has left little grounds for hope that the average level for 1977 can be much below 4.1, in contrast to official predictions at the beginning of the year, which were endorsed by most independent forecasters, of 850,000-900,000. This target, implying an unemployment rate of just under 4 per cent, has had to be abandoned. The figures, no less than those in other industrial countries, conceal a great deal of structural unemployment that, as the Government itself has long emphasised, will take years to absorb. It is still the case that many of those out of work in West Germany are people seeking only part-time jobs (many of them, women), while many more are middle-aged office staff. There remain, too, formidable obstacles to mobility, so that even in the skilled occupations, where vacancies are running high - the motor industry for one - workers who might fill them are reluctant to move house and home.

The package of measures to improve mobility, industrial training and retraining, and to provide special measures for problem groups, announced in late May, was a reinforcement to existing programmes aimed at the structural element in unemployment. The Government has never claimed that the effects would be felt in less than three to four years, and it has gone out of its way to

on the general level of activity this year, why has the Government begun to change its tune about the need to think of ways in which they might be reinforced during the coming autumn and winter?

Surge of profits

On the political level, the main reason must be sought in the increasing restlessness both of the trade unions and of many in Herr Schmidt's Social Democratic Party. There is intense frustration with the stubbornly high unemployment and disappointment that business has not responded to last year's surge of profits by investing more. While investment has been steadier than had been feared, there is much evidence that a good part of it has been directed towards rationalisation rather than to expansion. This year has brought wage increases in the range of 6.5-7 per cent, indicating a rise of real incomes for wage-earners of 3.4 per cent. It is now forecast, prices continue to go up by the current 3.5-4 per cent per annum during the rest of the year.

In addition to this boost to consumer purchasing power, there are other positive factors, including a 9.9 per cent rise of pensions this month, and the

for the year as a whole. Money remains plentiful and relatively cheap. The Bundesbank, under its new president, Dr. Oskar Emminger, has recently seen the Central Bank money stock increase by about 8 per cent per annum, the upper limit of the target range, after a period of very slow growth in March and April. There has been a marked pick-up of bank lending since May - perhaps by as much as 10 per cent - which is accounted for in Central Bank circles by the realisation of many businesses that interest rates in West Germany are unlikely to fall much below their present levels.

A further positive element in the equation, in the view of both the Government and of the Munich and Kiel economic research institutes, is likely to be exports. In the first five months, export and imports both grew by about 5 per cent in real terms, a performance which the Ifo Institute in Munich, expects to accelerate to about 7.8 per cent for the year as a whole. Much of this, it is true, can be predicted from past export orders received, and there remains understandable anxiety that an ever-deeper Deutsche Mark coupled with continuing weak demand from such customer countries as Italy and France may make further orders considerably harder to win. Yet as often as these favourable factors are recited,

regular series of meetings between representatives of unions, employers, the Government and the Bundesbank, their reason was: Ostensibly, their reason was: employers' lawsuit challenge the latest law extending workers' participation in management. There are rumblings on both sides that to bode ill for West German usually exemplary class industrial bargaining during next year.

Unquestionably the very success in negotiations this year contributed to the mining of confidence. Mo as a 7.8 per cent in taking in wage drift and social benefits, might see a beleaguered British em it is considered extremel in West Germany, where inflation has been brought to the lowest levels of industrialised country Switzerland, yet where costs have risen to astor heights.

Japanese feelings

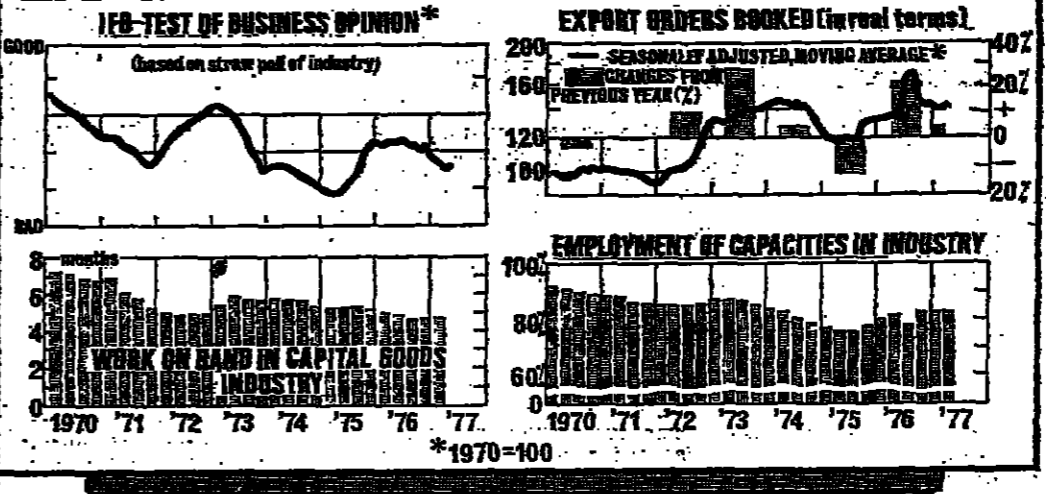
One authoritative puts the combined effect Deutsche Mark's climb the dollar and the fast of wages in Germany 1 those in the U.S. at a cent increase in West costs over American since 1969. Measured as basket of major currenc figure is still in the rang 60 per cent.

Faced with handicaps order to their competit West Germans are unda ably puzzled by charg they are holding down Mark (though it is well stood that Washington v spare Japanese feeli directing its criticism Japan alone, but at th of stronger currency c as a whole).

Since the end of 19 D-Mark has apprecia some 13.2 per cent ag dollar, and by 17 p against the rest of the currencies.

Indeed there is some detectable here benefits that the dolla slide might bring in exports. While the foreign exchange mar bulence is causing no de concern in Bonn or Fr it is a reminder of Germans of the fact th of the uncertainty weigh the business climate where derives from un and perhaps unam inclination to hire new staff than is usual in the spring. The unions' lack of confidence, in spite of their significant wage gains, revealed to pick with Mr. Cart itself in their angry withdrawal, likely to be over the us for the first time ever, from last ties surrounding U.S. week's "Concerted Action," a policy.

WEST GERMAN ECONOMIC FACTS



dispel the impression that the measures were dictated by short-term considerations. Similarly, the Government has worked hard to stave any (and especially its international partners) from seeing as a stimulatory measure the DM16bn. (about \$4bn.) medium term infrastructural investment programme it drew up in March, with a four-year timetable of public works projects whose main effect will be to help the chronically under-employed construction sector. With neither of these policies intended to have much effect

release of an additional DM15bn. in long-term occupational savings funds. In all, Dr. Schlecht estimates consumer purchasing power should rise by 4.5 per cent in 1977. With industry currently working at about 88 per cent capacity, or not far below the average 84.5 per cent of the past 10 years, there are also good grounds for hoping that investment during the second half of 1977 will provide a further under-pinning that - official economists still hope - might see the growth rate pick up to yield something close to 4.5 per cent.

MEN AND MATTERS

Turn Left for Europe

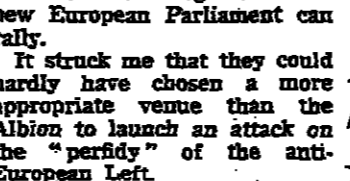
Less than a week after nearly half the Parliamentary Labour Party voted against the European Direct Election Bill a group of pro-European Left wingers calling themselves the Communists for Europe have decided to challenge the Left wing anti-marketisers head on and remind the British public that not all Left wing socialists are pettifogging Little Englanders.

It must be said that the campaign did not get off to a very auspicious start. Only two other colleagues from the Press turned up on the first floor of the Albion pub near Ludgate Circus to witness the launch of a movement fired, it seemed to me, by the sort of indignation which led General William Booth, founder of the Salvation Army, to protest that he did not see why the Devil should have all the best tunes.

High Society clinic

London's newest luxury clinic opened yesterday to the strains of Bing Crosby and Satchmo crooning their way through golden oldies from High Society on the muzak, while a jetlike blast of pneumonia-inducing freezing air played from the air conditioning. The latter was surely an accident but the former was certainly intended as an honour for Her Grace Highness The Princess Grace of Monaco (pronounced Monaco for some reason by the master of ceremonies) who turned up to open officially the new clinic which bears her name. The Princess Grace Hospital, like its sister hospital the Harley Street Clinic, is owned by American Medical International, and aims to provide the sort of comfort and medical excellence demanded by the sophisticated wealthy patrons, roughly half

"No" vote at the 1975 referendum and still refuse to accept the pro-European verdict, arguing that the loss of sovereignty would make it impossible to push socialist measures through Parliament. All nonsense, is the short answer to this approach, as set out at some length in their nice green pamphlet Common Sense on the Common Market which will shortly be pushed through MPs' letter boxes. What they hope to provide is a focal point around which all those who believe in the potential for an influential Left-wing voice in the new European Parliament can rally. It struck me that they could hardly have chosen a more appropriate venue than the Albion to launch an attack on the "petrify" of the anti-European Left.



from the Arab world, who come to London for their treatment. To illustrate the kind of care taken in equipping the new clinic the glossy brochure cites "recent research in colour-induced neuroses which has enabled us to present this new hospital as a positive advance in unified chromatic consolidation." It has 136 beds and is in a street diagonally opposite Madame Tussaud's, or "only a few hundred metres" from Harley Street, depending on one's perspective. On a more serious level the brochure speaks of the new hospital as following the tradition of the Harley Street Clinic "which performs more open-heart surgery than any other hospital in Britain."

The opening was a real gala occasion with ladies in straw hats and the same air of suppressed excitement at the imminent approach of royalty which characterised the Jubilee. A French lady behind me kept crooning that everything was so "typique Anglaise." There was nothing "typique

Anglaise" however about Royce Diener, the president of American Medical, who explained in a deep, sincere, American voice how he first made contact with the Harley Street clinic seven years ago when he came to London to finalise a spot of Euro-dollar financing. Since then business has obviously boomed, and the new clinic is merely the latest addition to a group employing 13,000 people, and quoted on both New York and London.

Nippon Prunier

Maison Prunier in St. James's Street has become Restaurant Santury as the result of a quietly negotiated takeover by Japan's largest whisky distiller of what used to be one of London's most famous French restaurants. Santury claim the restaurant will be the largest and most luxurious of the more than 20 Japanese restaurants now open in London. Whether it also has the most comprehensive selection of Scotch whiskies may be a little more doubtful. It will sell its proprietor's own brands of Japanese distilled Scotch-type whisky plus three whiskies which Santury distributes in Japan. Rival brands will be available if customers insist but not otherwise. Santury says it is not exporting much whisky to the U.K. at the moment but expects sales to grow "little by little." This may be an understatement. Santury has been doing very well with its whisky exports to the U.S. and would probably like to attack Scotch on its home ground, if only because it feels sore about the market share that has been gained by Scotch in Japan (around 8 per cent).

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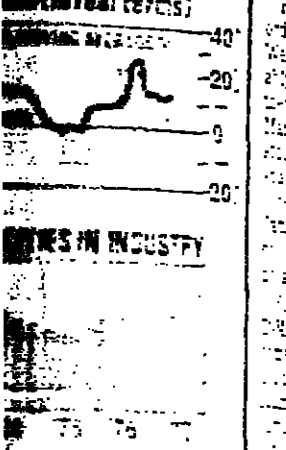
Observer

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Battle for hearts and minds at Grunwick

... the pickets in an adverse light (1 on Congress, the simply record the fact here, and, indeed, the without comment on whether their "movement" this was a just series of TV reports), and it took a further report, and it took a further report, and it took a further report...



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Police arrest a picket outside Grunwick's plant yesterday.

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Letters to the Editor

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Brick is best
... the pickets in an adverse light (1 on Congress, the simply record the fact here, and, indeed, the without comment on whether their "movement" this was a just series of TV reports)...

Impartial inquiry
... the pickets in an adverse light (1 on Congress, the simply record the fact here, and, indeed, the without comment on whether their "movement" this was a just series of TV reports)...

Industrial strategy
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Pay policy
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Employing the young
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GENERAL
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Mr. William Rodgers, Transport Secretary
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Mr. Bernard Asher
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To-day's Events

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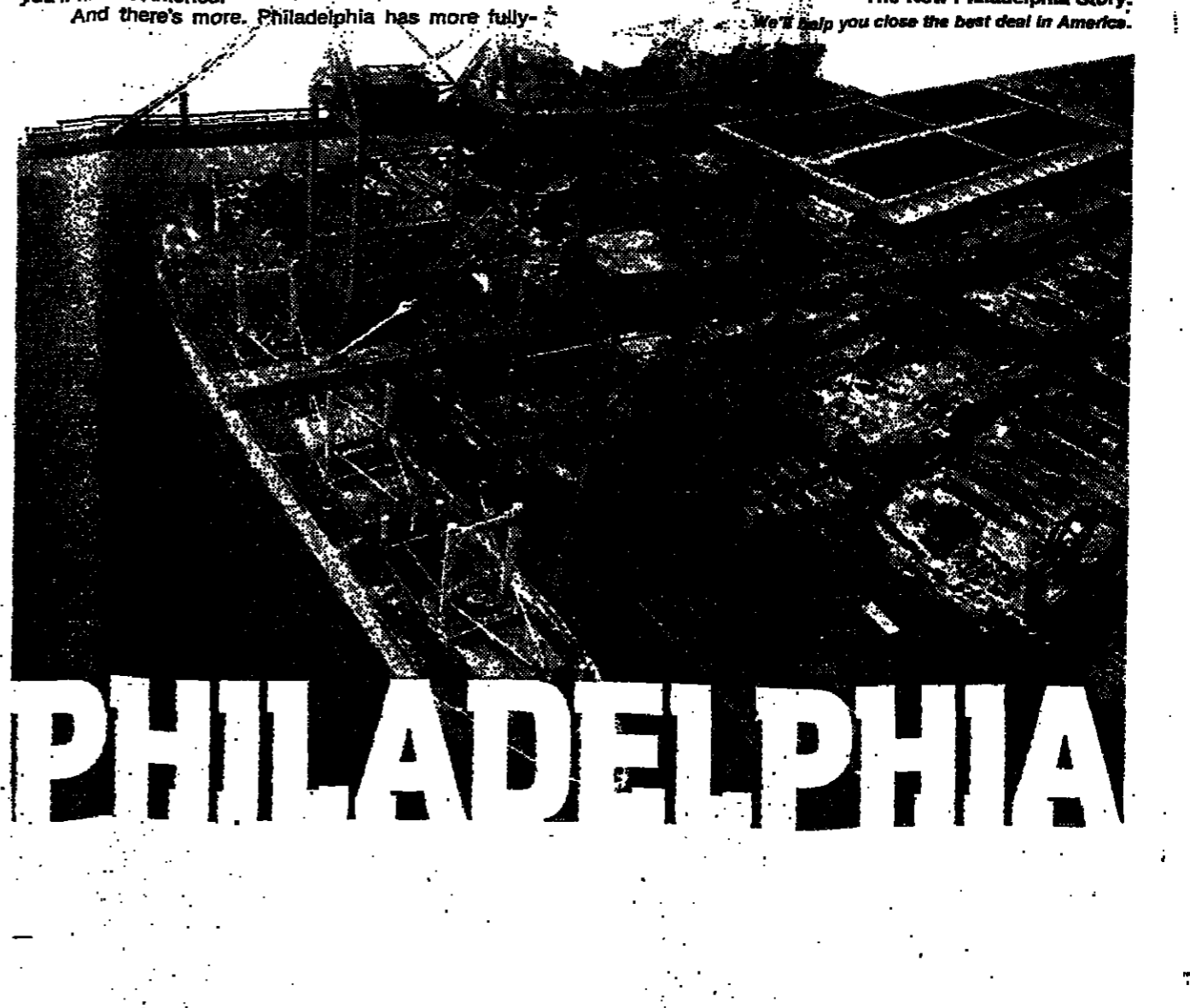
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PHILADELPHIA

COMPANY NEWS + COMMENT

Hallam Group loss hits May & Hassell

TURNOVER FOR the year to March 31, 1977, of Timber Importers May and Hassell exceeded £33.43m, to £37.96m, but with losses of £2.16m, against £0.74m, from the associated company Hallam Group of Nottingham. Pre-tax profits fell from £1.87m, to £1.39m. At midway profits were £1.43m, compared with £1.27m.

Hallam Group is now much reduced in size, the cabinet factory having been given the expected investment in the scaled down system building division, now has a growing order book and there is reason to expect that as output increases losses will be eliminated, say the directors.

Current group turnover is 5 per cent. down on last year, but with stock levels and interest rates much lower, current trading is profitable and should give the expected improvement in the Hallam position, lead to a comparable overall result for the current year, they tell members.

Earnings before extraordinary items, are shown to be down from 21p to 16.6p per 25p share. The dividend is raised from 2.9352p to 2.7425p with a final payment of 1.9032p.

1976-77	1975-76
Turnover	32,433
Profit before tax	1,870
Profit after tax	1,270
Dividends	2,935
Retained	1,611

The group has provided for deferred tax for timing differences and stock inflation on sale of £1m, as far as the tax benefit can be expected to be retained for the foreseeable future. The 1976 figures have been adjusted for this change in policy.

Extraordinary items include £1.85m profit on sale of a subsidiary Klondyke Shipping Company and £248,000 written off the investment in Hallam Group.

comment

The stock market was understandably surprised by the preliminary results from May and Hassell yesterday and the shares slumped 5p to 60p. At the half-way stage, the company had forecast a full year total of around £3m, whereas in fact a second half loss brought the total to only £1.39m. Even in March, very close to the year end, the chairman had told shareholders that the outcome for the second half would be "satisfactory". The excuses now produced are that bad debts of £0.4m, appeared, trading conditions turned down towards the end and the contribution from the shipping subsidiary sold in March was missed. But the last two factors, if not the first, should have been known from the forecast of "satisfactory" second half profits was made. Now, suitably chastened, the board is forecasting "comparable" profits this year—and since the associates losses will be reduced or eliminated, that implies a substantial downturn in parent company profits. However, after applying ED19 the shares are supported by net asset value per share of 21p. The yield is 7.3 per cent.

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Crown House	16	7	Oil & Associated	16	8
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East Midland Press	18	2	Reed International	18	1
Lancarbors	18	1	Stead & Simpson	16	3
Latham (James)	16	4	Sterling Credit	16	5
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Peak £0.95m. for Carclo

Profit before tax of the card clothing division of Carclo Engineering Group more than tripled from £106,000 to £375,000 for the year ended March 31, 1977 and in the engineering division the figure was £371,000, compared with £102,000.

This boosts the group profit from £208,000 to a record £946,000, after £381,000 (£325,000) at half-way. In December last year Sir Robert Brook, chairman, forecast enhanced profits for the year.

For the current year Sir Robert reports that budgeted profits are similar to 1976—"so far we are on target," he states.

Stated earnings per 25p share for the year are up from 6.9p to 11.2p and, as expected, the net final dividend is 1.3553p for a 10 per cent increase to 1.2495p, the maximum allowed.

1976-77	1975-76
Card clothing sales	2,380
Engineering	5,997
Total external sales	7,566
Profit before tax	946
Profit after tax	618
Dividends	478
Retained	140

comment

English Card Clothing demonstrated last week the buoyant conditions in the card clothing market so the stage was set for a good rise from 60p to 70p. In the event card clothing profits are up 234 per cent to £375,000—£200,000 above the previous peak. Strong demand from the textile industry, both at home and overseas, has been the driving force behind the figures: clothing sales are up 38 per cent and pre-tax margins up to 13 per cent, against 51 per cent. Engineering, on the other hand, has shown a more sedate performance—power transmission and cutting machines were the best-performing areas and overall engineering profits are 14 per cent higher. Meanwhile the building of Carclo's holding in English Card Clothing is creating a lot of

interest. The two companies dominate the U.K. card clothing market and there are obvious attractions in a merger. Or it could be that Carclo is just establishing a strategic stake to counter the 25 per cent. holding in ECC by Hyman? It has the ingredients for a lively bid battle, but for the moment the p/e is 41 at 52p and the yield is 8.1 per cent.

Stead and Simpson well placed

IN HIS annual statement Mr. H. E. Gee, the chairman of footwear retailers and motor traders, Stead and Simpson, says that an continued staff support the company should be well able to meet any problems which might arise in the current year.

As reported on July 1, turnover expanded from £15.36m to £18.31m, in the year to March 31, 1977, and pre-tax profits advanced from £1.34m to £1.59m. The dividend total is 2.5177p (2.2990p), the maximum allowed, and a one-for-three scrip issue also proposed.

Turnover in the footwear shops was again in record with an increase of 20 per cent of which 18 per cent was due to increased prices. The company was also helped by the weather in both the summer and winter seasons and had the stocks to take advantage of this. The facilities provided by the new warehouse played a considerable part in the better use of stock and reductions were noticeably resulting in an improved profit margin.

During the final quarters stock was appreciably higher than at the same time last year and this contributed to an increase in turnover. At March 31, 1977, stock was up 45 per cent more in value than a year ago. This was largely as a consequence of the move to the new warehouse in February, and this year's deliveries have been taken earlier in anticipation of trading requirements.

During the year nine branches were closed and 11 new ones opened, of which four were purchased for £257,000. Plans are in hand to open a further five branches this year, while at the year-end the company has sold its smaller warehouse at Manthorpe Road, Leicester, and has agreed terms (subject to planning consent) for a new building on the site of the Belgrave Gate and Mansfield Street, Leicester, premises.

The subsidiaries in the motor trade also had a record year with an increase of 22 per cent in turnover and 33 per cent in profit before tax. The year was characterised by difficulties of supply, particularly of new cars, but this position is now improving and the directors take an optimistic view of future prospects.

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H. Denny upsurge to £0.36m.

On turnover £2.21m. ahead at £11.03m, pre-tax profit of bacon cures, meat packers and canners Henry Denny and Sons for the 26

weeks to April 2, 1977, rose from £194,602 to £264,052. The total takes £198,000 against £31,000, and the Ordinary dividend absorbs £26,400 (nil). Profit retained is higher at £147,252, compared with £17,400.

J. Latham expands scrip

AFTER BEING up from £406,000 to £802,000 at half-way, pre-tax profit of timber merchants James Latham improved from £348,000, to £1,200,000 for the year to March 31, 1977.

This is £572,570 of the 1973-74 record and is struck after charging £232,000 attributable to losses by a manufacturing subsidiary and a subsidiary overseas in ECC by Hyman? It has the ingredients for a lively bid battle, but for the moment the p/e is 41 at 52p and the yield is 8.1 per cent.

It is intended to close down the overseas subsidiary, the directors state.

A one-for-four scrip issue is proposed which will not rank for the net final dividend of 5.27p, which lifts the total from 7.52p to 12.79p. Now it is reduced a further payment will be made with the 1977-78 interim.

The group has revealed its freehold properties and a surplus thereon of £413,000 has been added to reserves.

As a result of the condonation of the provisions for tax relief in respect of stock appreciation, the whole of the tax charge, is deferred.

It is proposed to capitalise reserves so as to issue 504,000 Ordinary shares. It is also proposed to issue 504,000 preference shares by the creation of a further 1,250,000 Ordinary shares of £1 each. There is no present intention to issue any part of this proposed increase in capital and preference shares. No future issue will be made which will effectively change the control of the company.

comment

After nearly doubling first half profits, James Latham has announced a small reduction in the second half contribution. However this is a reasonable performance, improved by 94 per cent to a record £287,000 in the year to March 31, 1977.

Income rose by 20 per cent from £247m. to £297m. Stated earnings per share increased from 1.75p to 5.23p per 10p share.

A final dividend up from 1.03218p to 1.1334p raises the net total from 1.03218p to 1.7854p. The total amount should be gone up from £35,000 to £72,000.

At the interim stage, when pre-tax profit was up by 75 per cent to £140,000, Mr. G. F. K. Morgan, chairman, said the directors were confident the improvement in operating results would be maintained in the second half despite record interest levels.

As reported on June 10, pre-tax profit expanded from £1.97m to £2.8m in the year to January 31, 1977, and the dividend total is increased from 2.90574p to 5p.

Despite the unfavourable world trading conditions the Brazilians subsidiaries again improved results, Lord Dartmouth says. During the year under review, four of the six new tugs which were under construction in the Brazilian yard were delivered, he says, and he reports that they are operating satisfactorily.

The attributable group assets per share at the year end, including the surplus on the investment but before deducting any liability to corporation tax, was 140.22p.

1976-77	1975-76
Turnover	267,474
Profit before tax	17,223
Profit after tax	12,209
Dividends	7,287
Retained	5,222

63 companies wound-up

Orders for the compulsory winding up of 63 companies were made by Mr. Justice Brightman in the High Court yesterday. They were:

- D. C. J. Construction Company, Green and Brooks, Fiddale Ferry and Commercial Investigations, Jabaco Consultants, Groupmoo, Branary Leisure Products, Ferry Agencies (Huddersfield), F and F Fashions.
- Superstat Photographic, Charterhouse Motor Sales (Willenhall), Jackdale, Lemare Storage, M. C. Gavin and Sons (Aitcham), C. B. Industrial Engineering, Johnston Hollands Publicity.
- Reid Motors (Transport), Spavin, Babelde, Sterling and Silver International, Hes, Barnard and West, Cabine Investment Company, Fleetcare, Golden Valley Investments, G and Y Insurance Brokers, N. T. Wilkins and Sons, Lola Properties, Vart, Finlay, Co., Rodney Toogood and Co. (Sales), Tolton Motors.
- Wonderseal (Roofing), Aquadine Enterprises, Imperial Thermal Insulation, Sweetgrove, Morgan and Son, Moxon Steelbending and Reinforcement Company, GDW Management, Manchester, Winburgh Property Company, Audio and Electronic Products, Drewand, Clarendon Bricklaying Company, Carnaby Pictures, Symax Enterprises, J. Limberg, John Nevill, Wicher Estates, AC (Modules).
- Convector, Nustone, Rowlinson Brothers (Contractors), LTD, Theatrical Productions, Portman Guaranty, Safe Indecon, Group 3 Machines, Exton Geogates, Ltd, Morgan Heating Services, Wise, Pravidel, Carnaby Film and Video Holdings, Stewart Motors (Uppminster), C. Reever and Sons (Staines), GHX Homesteads Builders and Supplies, GHX Homesteads Property Company, and Tindervale.

A compulsory winding-up order made on July 4 against AEL Electric was rescinded, on evidence of the company's solvency. The petition was dismissed by consent.



Mr. James Edge-Partington, chairman of Crown House.

DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Corresponding dividend	Total last year	Total year
Carclo Engineering	1.35	Aug. 31	1.23	2.63	2.44
Crouche Group	int.	—	0.73	—	2.42
Crown House	2.79	—	2.51	4.19	4.51
James Latham	5.27	—	4.77	8.27	7.52
May and Hassell	1.9	Aug. 22	1.73	2.74	2.49
Oil and Assoc.	1.38	Aug. 25	1.06	1.93	1.63
Radiant Metal	1.22	Aug. 20	1.11	1.73	1.63
St. Georges Laundry	0.14	—	0.28	0.42	0.36
Second Gl. Northern	1.18	Sept. 15	1.18	1.76	1.5
Second Gl. Northern int.	0.7	Jan. 7	0.6	1.76	1.76
Sterling Credit	1.14	—	1.03	1.8	1.63

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues.

advanced from £453,471 to £572,896 before tax of £236,272 compared with £207,524.

Earnings are shown at 1.76p (1.46p) per 25p share or 1.7p (1.39p) fully diluted and the dividend is lifted from 1.5p to 1.78p net per share with a final of 1.16p. An interim dividend of 0.7p (0.6p) is also announced for the current year.

Revenue before tax £72,896, £63,472. Tax £26,272, £20,524. Net revenue £46,624, £42,948. Preference dividends £12,250, £12,250. Dividends £27,374, £28,287. Available on Ordinary £19,251, £14,667. Carried forward £30,781, £38,823.

At the year end net assets stood at £12,74m. (£17,47m) or 103.3p (91.2p) per share.

"B" ordinary holders will receive a capitalisation issue in "B" shares equivalent in asset value to the recommended final dividend and the interim dividend for the current year but excluding any tax credit thereon.

A geographical analysis of equity investments at May 31 shows: U.S. 40.2 (38.4) per cent, U.K. 34.9 (31.6) per cent, Japan and Asia 18.4 (18.8) per cent, Europe 2.7 (4.2) per cent, Brazil 1.2 (1.3) per cent, and others 3.2 (3.7) per cent.

Sutcliffe Speakman to improve

Mr. S. W. Livesey, the chairman of Sutcliffe Speakman and Co., tells members in his annual statement that prospects for the current year are good and he is confident of a resumption of the steady increase in growth and financial performance.

There should be a marked improvement in results of the engineering division and a continuation of the good return from the carbon division, he says.

As reported on July 5 sales came to £7.54m. for the year to March 31, compared with £5.66m. and pre-tax profits fell from £432,000 to £339,000.

The engineering side had a particularly trying year. Home market demand virtually non-existent and entirely dependent upon overseas orders. Current year business will be mainly from Middle East countries and the U.S. and the order book is good.

The carbon division had another good year. The benefits of the plant modernisation became more apparent during the year. There is a very satisfactory order book for home and export and the outlook is quite encouraging, says Mr. Livesey.

Meeting, Manchester on August 2 at 12 noon. Statement Page 13

Second Great Northern

Revenue for the year to end May 1977 at Second Great Northern Investment Trust

Revenue for the year to end May 1977 at Second Great Northern Investment Trust

23% increase at Crown House

A SECOND HALF increase of 23.8m. to £1.94m. gave Crown House an advance of 23 per cent. to £2.61m. for the year ended March 31, 1977, compared with £2.03m. The main areas from which the additional profit was derived were engineering contracting (particularly overseas) and table glassware, where a 23 per cent. advance in exports was achieved, say the directors.

As forecast, the dividend is raised by the maximum permitted from 3.812p, as adjusted for the consolidation into 25p shares and the one-for-four scrip issue, to 4.16p with a net final of 2.795p. If the standard rate of income tax is reduced the final will be adjusted. A two-for-five scrip issue is proposed.

Earnings are shown ahead from 12.3p to 13.1p including deferred tax, and from 8.2p to 7.5p after deducting deferred tax.

A divisional breakdown of pre-tax profit shows (000s omitted): electrical and mechanical engineering services £1,598 (91,182), glassware £243 (£500), and miscellaneous £177 (£650).

The drop in the miscellaneous section has been caused by the lack of completion in property development, offset to some extent by improved profits from office staff services, the directors explain.

A further improvement in cash flow has been achieved with net cash balances advancing from £2.55m. to £3.95m., up 44 per cent. The dividend is 4.16p.

The engineering sector of the construction industry has now become noticeably more competitive, but contracting experience overseas continues to be satisfactory, members are told. The group is now established in the Middle East with profit sharing arrangements in Oman and the United Arab Emirates. A contract valued at £2.5m. has recently been obtained for the complete mechanical and electrical installation at the Al Ghurair Centre in Dubai.

Progress is also being made in widening the group's electrical installation activities in Nigeria. In glassware, although export experience is now hardening,

further overall growth expected during the current year. It has been decided about those provisions which require an extra profit to be added to a long term contract in progress, say the directors. It has been taken into account that the account basis continue to the end of the year, they say. They go on to say that the withdrawal of SSU provisions against the deferred tax, included appreciation relief, construction industry, remains a real difficulty. The decision on stock relief is likely to be Board considers that each year of quantitative means as to likely future tax provisions. It is likely to be in misleading comparison after-tax earnings for the year. However, the provisions have been presented in a way which clearly indicates the true level of earnings, they add.

ISSUE NEWS

Jackson Group joins the OTC market

East Anglian construction company, Jackson Group, is joining the OTC market. The chairman, M. J. H. Nightingale's, over-the-counter market. This makes the third company this year to join the OTC market and takes the total to 15 companies, accounting for a total market capitalisation of about £28m. Another company is expected to join the market within a couple of weeks.

Jackson was originally established as a private company in 1952, since when its workforce has grown from 8 to 500 and the turnover from £37,000 to £9m.

Based at Kesgrave, the group operates Anglia Plant, a plant hire company, and a specialist compressed air equipment company, Anglia Pneumatics which has branches spread outside Anglia into London and Luton.

Roadworks, is the original company of the group, and probably better known for its highways contracts in East Anglia, and FJ Construction is the building subsidiary, again active around the Chelmsford and Colchester areas.

A six-year summary shows that since 1971 turnover has risen from £2.3m. to £9m. and pre-tax profits from £50,000 to £401,000. Over the same period earnings have progressed from 1.5p to 5.5p per share.

The Board has forecast that in the absence of unforeseen circumstances pre-tax profits before extraordinary items for 1977 should not be less than £462,000. The company is also forecasting Ordinary dividends of not less than 3.25p net (5p gross). The company has 10p shares and is expected to begin in the 40p to 45p range, giving a market capitalisation of £11m. On a share price of 40p the prospective p/e and price are 4.7 and 131 per cent, respectively.

In the report and accounts for the year 1976, the auditors make the qualification that while long-term contract-work-in-progress has

WALTER RUN

The issue of 1978 of Walter Runchman's way of rights on a basis has closed with 91.6 per cent. has been sold for the same price as they have up their entitlement.

Advance Oil and Associated

Basic earnings are up from 1.64p to 2.05p and share and fully diluted to 1.89p. The final 1.38125p net per share total from £0.52p to £1.05p. The net asset value and is given at 22p (16

Western Canadian Resources Fund Limited

Notice of Annual Meeting

Take Notice that an annual meeting of shareholders of Western Canadian Resources Fund Limited will be held on the 29th Floor, One Lombard Place, Winnipeg, Manitoba, Canada on July 28, 1977, at the hour of 9:30 o'clock in the forenoon.

By Order of the Board
W. Lorne Johnston
Secretary

East Midland Allied Press Limited

A RECORD YEAR

	1977	1976
	£'000	£'000
TURNOVER	14,806	11,510
PROFIT BEFORE TAX	1,068	724
DIVIDENDS PER SHARE	2.86p	2.60p
EARNINGS PER SHARE	14.0p	6.1p

- * Pre-tax profits increased by 47.4% to a record level of £1,067,637, with improved performances from all the main Divisions — newspapers, magazines, contract printing and retail.
- * The recommended total dividend is increased to the maximum permitted figure of 2.86p per share, and is covered nearly five times by earnings.
- * Reserves have substantially increased, due to the release of Deferred Taxation liability of more than £1 million and the highest-ever figure for profit retention of over £750,000.
- * A good start has been made to the current financial year. Providing there are no unforeseen adverse developments, the Directors look forward with confidence to a further significant improvement in profits.

Copies of the Company's Report and Accounts can be obtained from The Secretary, East Midland Allied Press Limited, 8 Herbal Hill, London, EC1R 5JB.

MONEY MARKET

Large assistance

Bank of England Minimum Lending Rate 8 per cent. (since May 13, 1977)

Day-to-day credit was in short supply in the London money market yesterday and the authorities gave a large amount of assistance by buying a large number of Treasury bills from the market plus small amount of local authority bills.

Government disbursements exceeded revenue payments to the Exchequer, but this was outweighed by a net market take-up of Treasury bills, a modest rise in the note circulation, a monthly adjustment to special deposits, and bank balances carried over from Friday.

Discount houses paid 64-73 per cent for secured call loans in the morning, but late balances were taken at 64-67 per cent.

Rates opened at 65-67 in the interbank market, and rose to 71-73 before lunch. After 12:30 they fell to 65 per cent in the afternoon, overnight touched 71-73 in late dealings, and 7 per cent.

Three-month fixed period rates remained fairly quiet trading.

Rates in the table 1 nominal in some cases.

July 11	1977	1976
Overnight	64-73	64-73
One month	71-73	71-73
Three months	71-73	71-73
Six months	71-73	71-73
One year	71-73	71-73

Local authorities and finance houses across days' notice, others seven days' fixed. * Longer-term bank market rates nominally three years 121-123 per cent, four years 131 per cent, five years 131-133 per cent, six years 131-133 per cent, seven years 131-133 per cent, eight years 131-133 per cent, nine years 131-133 per cent, ten years 131-133 per cent.

Approximate selling rate for one-month Treasury bills 72-73 per cent, two-month 71-72 per cent, three-month 71-72 per cent, four-month 71-72 per cent, five-month 71-72 per cent, six-month 71-72 per cent, seven-month 71-72 per cent, eight-month 71-72 per cent, nine-month 71-72 per cent, ten-month 71-72 per cent.

Financial House Rates (published by the Finance House Association) 8 per cent, from July 1, 1977. Cash Deposit rates for house rates of seven days' notice. Clearing Bank Rate for London at 4.88 per cent.

18 Reed Intl. sees more

The far from complete reorganisation and reconstruction that has already been achieved at Reed International should of itself ensure further progress in the current year, states Mr. Alex Jarratt, chairman.

LancerBoss jumps by £1.47m. to £2.26m.

ON EXTERNAL sales up from £20.74m to £22.37m including export of £14.25m. (£11.34m.), pre-tax profit of the privately owned lift truck manufacturer LancerBoss Group jumped from £783,000 to £2,262,000 for the year to March 31, 1977.

Table with 2 columns: Item, Amount. Includes External sales, Profit, Share issue, etc.

In his annual statement, Mr. G. N. Bowman-Shaw the chairman says the result reflects the benefit of the reversion to the horizontal structure in a full trading year, combined with effective stable management.

SUTCLIFFE SPEAKMAN & CO. LTD.

Sutcliffe Speakman & Co. Ltd. is a public company limited by guarantee, incorporated in England. The company is engaged in the business of providing professional services.

BIDS AND DEALS

Lonrho pushes 'Suits' stake past 29%

Speculation that Lonrho, the international trading group headed by Mr. R. W. "Tiny" Rowland, could be poised to make a full-scale take-over bid left the share price of Scottish Suits universal investments ("Suits") up higher at 52p. The activity followed the news that Lonrho had picked up a further 575,000 "Suits" shares last Thursday, thereby increasing its stake to over 29 per cent—a level creeping closer to the 30 per cent trigger point for a general bid under the rules of the Code on Takeovers and Mergers.

Anglo-Welsh UNITISATION

Proposals for a revised Anglo-Welsh Investment Trust with a view to realising more of the underlying asset value than is presently reflected in the share price took a new turn last night, with shareholders of the Anglo-Welsh unitisation proposal, an adjournment of the EGM which it had requested for July 14.

R-R drops Fodens offer

ROLLS-ROYCE MOTORS Holdings has dropped its £11m. bid for Fodens, the special commercial vehicle manufacturer, after the offer was rejected by the Fodens Board, although it had earlier been increased from an earlier £8.4m.

NEWMAN'S TUBES

Details of Ductile Steels' agreed bid for Newmans Tubes have been sent out to shareholders. The family directors of Newmans and family trusts, together accounting for 53 per cent of the equity, have agreed to accept the offer which, at last night's meeting, was worth 178.5p per share.

Reo Stakis expands off-licences

In a share and cash deal worth £2.58m., Reo Stakis Organisation is acquiring D. and A. Haddow, a Glasgow-based manufacturer of off-licence shops in Scotland.

JAMES WARREN

At the meeting of loan stockholders of James Warren and Co., held yesterday, persons representing £248,217 attended. The trust deed did not constitute a quorum, which was £280,588.

NORCROS

Norcros has purchased from Pillar Industries Pty. of Sydney, wholly owned subsidiary of RTZ Industries of London, the entire capital of Pillar Naco (Singapore) now renamed Crittall Singapore.

MINING NEWS

More Comalco aluminium is about to flow

AUSTRALIA'S Comalco, part of the Rio Tinto group, has now begun commissioning the expansion of its \$211.5m. (£141m.) primary aluminium smelter at Bell Bay in Tasmania. It will increase Comalco's total capacity to an annual 187,000 tonnes of primary aluminium; last year's production was 160,498 tonnes.

MIT & HELLENIC AGREE TERMS

The Boards of MIT, a wholly-owned subsidiary of Hambros and Hellenic, have agreed terms whereby MIT will make offers for the capital of Hellenic, other than the 10.48m. Ordinary shares (representing 69.59 per cent of the company) and the 287,000 8 1/2 per cent Cumulative Preference Stock (83.7 per cent) which it already owns.

FALCONBRIDGE IN BIG CHILE COPPER DEAL

THE CHILEAN Government has signed an agreement with a consortium of British and American companies for the exploration and possible development of the Quebrada Blanca copper deposit, situated in the Andes in the north of the country. The potential investment is \$700m. (£407.1m.).

SOUTHERN INDIA TEA BID

Douglas Fraser and Sons (London) has irrevocably agreed to acquire 52.31 per cent of the capital of Southern India Tea, a company which is to be sold to shareholders as soon as possible.

MORAN GROUP

Details of the purchase by the Christopher Moran Group of Lloyd's underwriting agents Redgrove and Everington for £245,000 have been sent out to shareholders. Under the agreement, Moran is to buy all of approximately 25,000 7 1/2 per cent of the "A" Ordinary shares of the "A" Ordinary shares at £1 each. In order to comply with the requirement of 21p. 20,000 Ordinary at 51p each, Mr. Moran is to buy 25 per cent of the "A" Ordinary shares held by underwriting members of Lloyd's, 37 of the shares will subsequently be sold to Mr. C. J. Moran, a director.

SHARE STAKES

Details of Ductile Steels' agreed bid for Newmans Tubes have been sent out to shareholders. The family directors of Newmans and family trusts, together accounting for 53 per cent of the equity, have agreed to accept the offer which, at last night's meeting, was worth 178.5p per share.

ASSOCIATES DEALS

On Friday, Rowe and Pitman, Hambros bought from Lord Brothers and Co. an associate of

RESULTS AND ACCOUNTS IN BRIEF

CRONITE GROUP Investment holding company—Turnover £1,700,000 (£1,400,000) for half-year to March 31, 1977. Profit before tax £120,000 (£100,000). Reference was made to a bad debt of approximately £20,000 in the interim report although it was not taken into account in arriving at the trading profit of £100,000. Dividend 10p per share.

earnings to \$226.4m. (£17.2m.) from \$26.3m. in the previous period. The Institute also came on a revival in the trade use of gold coinage. It is estimated that since 1971, the number of countries that issued gold has quadrupled. If the African Kruggerand is the norm, in 1976 used 13.5 per cent of newly mined gold in the consumer world. Gold was per ounce yesterday.

INDUSTRY WILL USE MORE GOLD

New uses for gold are expected to increase sharply for the yellow metal and there is also an expansion in its traditional uses, according to the Gold Institute. The latter, which has its headquarters in the U.S., is a relatively new world-wide association of suppliers of gold and gold products.

MINING BRIEFS

RAMHAN HYDRAULIC TRUST—\$10m. (May 20, 1977) Coal division sales (not for year) £1,100,000. Anglo Power £73,143. Ferris £1,100,000. Production at Quebrada Blanca would give a significant boost to the Chilean copper industry, which after a 21 per cent increase in production last year, has reached a near maximum without further capital investment. Mine output in 1976 was just over 1m. tonnes.

APPOINTMENTS

Lord Watkinson, who is to vacate the presidency of the Confederation of British Industry at the end of this year for health reasons, has now resigned from the Board of BICC after nine years as a non-executive director, further to reduce his commitments.

OCEAN WILSONS (HOLDINGS) LIMIT

Results for the year to 31st January, 1977 show improvement in the profit before tax from £1,907,653 to £2,798,119. Earnings after tax and excluding the disposal of a warehouse, were 23.93p per share on 18.53p per share in the previous year. The Direct Investment Group will also absorb almost all part of the Group profits dealt with in the Accounts Holding Company. The Board are also recommending issue of one new Ordinary Share for each existing share on 1st July, 1977 by way of capitalisation of reserves.

COMPARATIVE STATEMENT

Table with 2 columns: Item, Amount. Includes Group Turnover, Profit before tax, Taxation, etc.



Sifam meters and collet knobs feature on the control panel of this portable laboratory for analysing water quality which is made by Simac Limited of Walton-on-Thames.



“While we make our own commercial judgements, Midland’s banking viewpoint is always valuable.”

J. Ian McKenzie, Managing Director, Sifam Limited

Sifam Limited of Torquay are leading manufacturers of electrical measuring and indicating instruments and collet control knobs. Says Ian McKenzie, Sifam’s Managing Director, “Ours is a bespoke business with 2,500 live accounts covering every kind of industry. They all need measuring instruments—known simply as meters—for uses as varied as the monitoring of heart/lung machines, the analysis of the composition of gases, and the complex multi-tracking of an LP by the latest rock superstar. “Our business is about precision—in design and manufacture—and in planning our production to other people’s time schedules. To run a company like ours successfully, we have to set high standards of efficiency and organisation. We budget down to the shoe laces. And we make the same high demands on our business partners.



Precision is Sifam’s business: quality control is crucial.



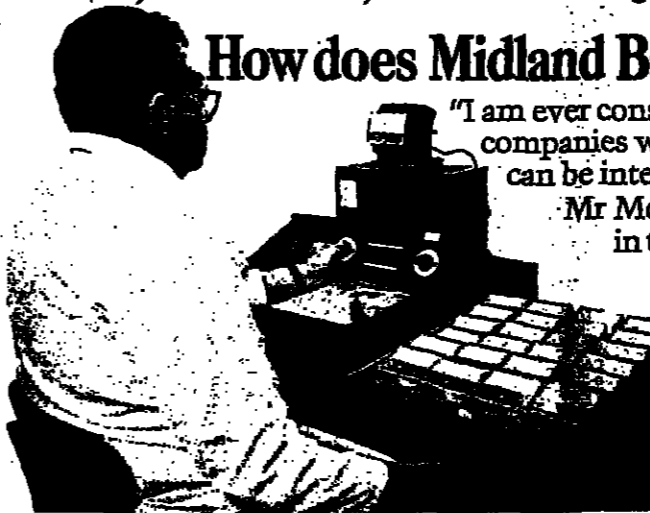
Purpose-built machines to produce made-to-order Sifam meters.

“We have dealt with Midland Bank for a long long time and never found them wanting in any way.”

“We work very closely with the Midland,” says Mr McKenzie, “so they have to have an intimate understanding of our objectives. They provide orderly and consistent responses to the fluctuations in our cash flow requirements. They have also facilitated the extensions to our factory premises. While we make our own commercial judgements, Midland’s banking viewpoint is always valuable.

“The world is our market and Midland’s support is truly international.”

“Our direct overseas business comprises roughly 20% of our current turnover, and here Midland Bank expertise and depth of service are important. Through their International Division they are able to obtain assessments of the status of new foreign customers. They assist us with the feasibility studies we carry out before deciding to enter new markets.



Checking the accuracy of Sifam meters.

How does Midland Bank Group fit in?

“I am ever conscious that the Midland is a group of companies with a range of financial services that can be integrated to Sifam’s needs,” says

Mr McKenzie. “Forward Trust have helped in the purchase of large items of plant but where more appropriate Midland Montagu Leasing have also been able to assist us. The Bank are always quick to get an opinion on a proposition from any company in Midland Bank Group.”

A wide range of Financial Services

Whatever your company’s size and style, or the kind of banking service you need, you’ll find the Midland people good and businesslike to deal with. Your Midland manager can also help you with access to services provided by all the powerful companies that make up Midland Bank Group.

Services that include facilities for term loans, leasing, hire-purchase, merchant banking, equity capital for growth companies, international insurance broking and advisory services, international and export finance, travel, factoring, investment management and trust services. Also, for very large companies, Midland’s Corporate Finance Division has a select team that can work directly with the company to make the best possible use of the wide range of Group services.

Talk to your local Midland manager—he can put you in touch with all the right people.



Midland Bank Group

Principal trading companies: Midland Bank Limited, Clydesdale Bank Limited, Clydesdale Bank Finance Corporation Limited, Clydesdale Bank Insurance Services Limited, Scottish Computer Services Limited, Northern Bank Limited, Northern Bank Development Corporation Limited, Northern Bank Executor and Trustee Company Limited, Northern Bank Finance Corporation Limited, Northern Bank Trust Corporation Limited, Midland Bank Trust Corporation Limited, Midland Bank Group Unit Trust Managers Limited, Midland Bank Finance Corporation Limited, Forward Trust Limited, Midland Montagu Leasing Limited, Griffin Factors Limited, Midland Bank Trust Corporation (Jersey) Limited, Midland Bank Trust Corporation (Guernsey) Limited, Midland Bank Insurance Services Limited, The Thomas Cook Group Limited, Thomas Cook Limited, Thomas Cook Overseas Limited, Thomas Cook Bankers Limited, Samuel Montagu & Co. Limited (Incorporating Drayton), Drayton Montagu Portfolio Management Limited, Guyerzeller Zumont Bank A.G., Midland Montagu Industrial Finance Limited, Jersey International Bank of Commerce Limited, Bland Payne Holdings Limited, Bland Payne Limited, Bland Payne Reinsurance Brokers Limited, Bland Payne (UK) Limited, Southern Marine & Aviation Underwriters Inc., Bland Payne Australia Limited, London American Finance Corporation Limited, British Overseas Engineering & Credit Company Limited, Drake (UK) International Limited, Drake America Corporation, Export Credit Corporation.

INTERNATIONAL FINANCIAL AND COMPANY NEWS

COMPANIES

Kloekner lowers 1977 forecast

LAWTIN

and Co. is looking 1 half of the year D13.5bn, of which more than D10.5bn would have been delivered by the end of the current year.

In the heating technology sector, a further improvement on 1976's sales of D1.65bn was expected, and a major increase in sales was forecast for 1977.

With the European steel market in the doldrums, there can be little surprise that 1976's figures were far from inspiring. However, the concern reported overall turnover of D7.84bn, up from D6.65bn, and Kloeckner-Humboldt-Deutz DMS.7bn, up from DMS.49bn. Kloeckner Werke sales at DMS.35bn were down on 1976's DMS.39bn. Internal trading increased from DMS.15bn to DMS.19bn.

Capital investment by Kloeckner in 1976, at DMS.1m, remained virtually unchanged. Depreciation, however, increased from DMS.5m to DMS.9m, of which DMS.4m was attributable to depreciation on the new administration building.

FRANKFURT, July 11

that its domestic position improved and, in view of the difficult state of the market, earnings were satisfactory. They would, however, be hit by a heavy depreciation in the value of stocks.

Kloeckner's external turnover last year totalled DMS.77bn (£1.71bn), compared with DMS.88bn in 1976. Total group turnover amounted to DMS.88bn (£2.7bn) after Kloeckner's 1976 turnover of DMS.77bn (£2.11bn).

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Bosch expecting slowdown

BY OUR OWN CORRESPONDENT

FRANKFURT, July 11

Group sales in 1977 are expected to rise 9 per cent, after an average 2 per cent increase in prices—a respectable figure, although not as spectacular as 1976's 14.3 per cent growth rate.

The concern announced that, despite the capital increase, there would be no reduction in dividend. This should be no world turnover in the first six months showed a real increase of 12 per cent, compared with the same 1976 period—largely the result of 13 per cent increase in domestic sales.

FRANKFURT, July 11

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II for devaluation in Sweden

BY DULLFORCE

STOCKHOLM, July 11

National Pensions over Kr.100m. its equities portfolio the first half of this year, virtually double the previous year's net of DMS.20m. It is expected to be around DMS.40m. Some DMS.120m. will come from the autumn," Mr. Dahlstrom added.

Parliament has authorised the so-called fourth AP Fund to use the proceeds of the exchange of shares for a further Kr.500m. last year. The investments in private companies started under the former Social-Democratic Government have been controlled since 1975 when the Fund sought a place on the Volvo Board.

By the end of June the Fund's holdings were worth Kr.744.6m. (€98m.), or only Kr.49m. more than at the beginning of the year. It is thought it had bought new shares for Kr.124m. and had sold the market value of its Volvo share portfolio was Kr.107.8m. lower than the purchase prices, representing a decline of 10 per cent.

STOCKHOLM, July 11

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House inates

YORK, July 11

DUSE ELECTRIC this morning the "discussions" visible out-of-court against 29 inter-union producers any "meaningful" and had thus been for the moment.

and Midlands "onal."

and Bank Group

Financial Service

IRI to publish project review

BY DOMINICK J. COYLE

ROME, July 11

FOLLOWING a full Board meeting this morning, the Italian State plant holding company, Istituti per la costruzione industriale (IRI), decided to release earlier this month a report on the results of an internal review of the proposed €500m. integrated steel complex planned for Gioia Tauro in Calabria.

This is the project which Viscount Etienne D'Avignon, the EEC Commissioner for Industry, had asked the Italian Government earlier this month to drop pleading that to go ahead with the Gioia Tauro steel plant would create further surplus production in a sector where there was already severe over-capacity. He promised that there would be Community funds to locate alternative industries in an area which has acute unemployment.

In essence, the internal IRI review points to changes in the international market for steel and argues that accordingly there is an urgent need to re-examine the group's own current and projected productive capacity.

In so far as the proposed Gioia Tauro project is concerned, the Technical Review Committee has not come up with a definite proposal to drop the project, but suggests that surplus production in a sector where there was already severe over-capacity. He promised that there would be Community funds to locate alternative industries in an area which has acute unemployment.

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Israeli taxation at record level

BY L. DANIEL

JERUSALEM, July 11

THE LEVEL of taxation in Israel reached a new high in 1976 according to figures published by the Finance Ministry.

The proportion of taxes in total national income rose to 85 per cent, from 54 per cent in 1975, having come to nearly 83 per cent in 1974. National income was \$4,400m.

The proportion of taxes to the GNP rose to 50 per cent, from 42 per cent in 1975. Last year's GNP had come to \$5,787m.

The proportion of taxes in total resources rose to 38 per cent, from 30 per cent in 1975. The 1976 total of resources having come to \$7,477m.

The last big rise was in 1970, when taxes accounted for 41 per cent of national income, 33 per cent of the GNP and 28 per cent of total resources.

DELEN, Israel's second largest retail marketing company, reports an increase in after-tax earnings for 1976 to £1.8m, up 46 per cent on the previous year.

The management has recommended the distribution of a final gross dividend of 8 per cent, in addition to the interim dividend of 8 per cent already distributed, and a stock

Nestle hotels

Nestle and Carlo de Mercurio of Lausanne have formed a joint company to establish a Swiss chain abroad.

Industry sources said the new company plans to place emphasis on Central America and the Middle East when setting up new hotels.

Reuter.

Whittaker Corporation Management wheel turns full circle

BY ART GARCIA, IN LOS ANGELES

IN THE early 1970s the 50-60 Derbyshire, senior vice president and treasurer, who has been with Whittaker since the peak of its growth ramp in 1967. It was growth from the 1960s and there's no tomorrow," he says in remembering the tempo of the time. "Everybody was acquiring everything available. It was the age of the gun-slingers, and we were one of them."

Still, the acquisition spree that later severely crippled Whittaker may also have saved it.

Prior to launching its growth-through-acquisition programme, Whittaker's sales were wholly aerospace-related but with new subsidiaries it added new markets. Now that it has completed a major restructuring, Whittaker is concentrating on five primary markets and "fine-tuning" its operations in each.

As Mr. Derbyshire explains it, the present plan calls for "refinement" rather than dramatic expansion. Whittaker's latest largest business groups—metals, technology and marine—while emphasising growth of its operations in the chemicals and life sciences fields. "We have stabilised the company from a management, product line and balance sheet point of view," he says.

Before the revamping began, Whittaker was heavily over-leveraged with a debt to tangible net worth ratio of 3.3:1, or \$3.30 of debt for every \$1 of tangible net worth. Worse

Renault to invest £600m. in truck division

BY DAVID CURRY

PARIS, July 11

INVESTMENT OF around £600m. has been earmarked for the Renault and Berliet commercial vehicle subsidiaries of the State-owned Renault Motor Company between now and 1981. The object is to create a French commercial vehicle company able to compete internationally and take a larger share of the home market, more than half of whose current needs are met by imports.

This was the logic behind the take-over of Berliet by the Renault group three years ago when Berliet's parent company, Citroen, ran into financial difficulties. Since then Renault has been to maintain the identities of Berliet and the original commercial vehicle company Savien while seeking to improve efficiency by using common equipment and parts whenever possible. A new range of vehicles was to be prepared which would be the flag-carriers of the Renault offensive.

The decision last month to merge Berliet and Savien into Renault Industrial Vehicles effective next year and the year an individual market with announcement which followed

that the State would contribute for a disproportionate share of sales. Berliet has found itself in this position in Algeria and it has also had substantial contracts with Poland and China.

Without turning its back on Africa the Renault Industrial Vehicles' management is looking to expand its sales in Europe where it is currently well out-side the top league of exporters. It is determined to attack the U.S. and south-east Asia. Korea, the company points out, represents a market as big as Africa.

While the emphasis is still being put on expanding commonality of parts, an important programme is the eventual production of engines for both Berliet and Savien series, probably around 1980. At the moment the company imports many engines for its vehicles.

Around 80 per cent of the investment should be financed out of the company's own funds leaving the balance to be borrowed. Eventually Renault Industrial Vehicles will move its headquarters out of Paris to Lyon, but there is no date for this as yet.

Warning by Bally employees

BY JOHN WICKS

ZURICH, July 11

"RAPID clarification" of the difficulties currently facing the Bally concern has been called for from the Board in an open letter published today by employees of the group's major production subsidiary, the Swiss company Bally Schuhfabriken AG, of Schoenenwerd.

The letter demands presentation by the end of next month of the auditor's report to be drawn up on allegations in the Swiss Press of asset-stripping to the detriment of Bally by majority shareholder Syndikats AG and its owner, Mr. Werner K. Rey. In a statement published in Zurich last week, the Board of parent undertaking C.F. Bally AG had said the report would be completed "if possible, by September 30."

The employees' two associations signing today's letter say that if no reply is received by August 8, they may take "further steps."

The dissatisfaction of the Schoenenwerd employees at the Board's policy and what they consider to be insufficient information on the current crisis has been voiced at the C.F. Bally annual general meeting, held in Schoenenwerd last Wednesday. Subsequently, the auditor of Canton Soleure — in which Schoenenwerd is situated — had stated officially that they were not satisfied with the information divulged by the Board at the AGM.

Today's letter also calls for two employee representatives on a future Bally Board and for alterations in responsibility and signature practice. The employee bodies claim that "certain things" would not have happened had employee representatives been on the Bally Board.

The letter draws attention to the sacrifices the workers have made for the group and claims that the firm's reputation suffers more the longer uncertainties continue.

The letter follows the resignations after the AGM of Werner Rey as management chairman and managing director and the announcement that the Zurich Public Prosecutor is considering whether to bring charges in connection with the acquisition of the control over C. F. Bally by Syndikats AG.

In the meantime two Social Democratic members of the Zurich Cantonal Council have asked what steps the Government should take to ensure that the Bally case, the C. F. Bally parent company is based in the City of Zurich.

Australian News Property trust launched

BY OUR OWN CORRESPONDENT

SYDNEY, July 11

AUSTRALIAN millionaire Mr. Bill Wylie has floated a \$A15m. property trust in Melbourne which will buy 11 shopping centres in Perth and in several western Australian country towns.

Mr. Wylie, an executive of the major Hong Kong trading group, Hutchison International, is also a major shareholder in Australasian Shopping Centres Pty., which will sell the retail centres to the new trust. Total consideration for the properties is \$A15.25m. Australasian Shopping Centres will subscribe for 7.75m. units in the trust, to be known as the ASG Property Trust.

A further 7.75m. units will be offered to the Australian public. The units have a face value of \$A1 each—bringing total subscriptions sought to \$15.5m.—and net assets backing on completion of the issue will be \$7 cents per unit.

Mr. Wylie, at present resident in Hong Kong, is well known in South-East Asia as a corporate doctor. He took Hutchison International from the brink of bankruptcy in late 1975, after it had disclosed losses of over \$A150m., and is widely recognised as a successful, single-minded approach to business.

The new trust will be managed by Austore, to be chaired by Mr. Wylie, and members of Austore will be unit holders in the trust. Two Australian retail groups, G. J. Coles and its associate K Mart provide 70 per cent of Australasian Shopping Centres' gross rental income and directors of the trust estimate that about 80 per cent of the trust's income will be available for distribution in the financial year ending June 30, 1978. Austore expects the payout will be at least 10 per cent of the trust's annual rate of no less than 10.75 cents a unit.

It is understood local institutions have expressed strong interest in the trust and a full subscription is expected within three months.

Australian shopping centres developed by the trust, with tenants holding leases which will expire between 1983 and 2001, are centres were built between 1973 and 1976, although one is still in the fiscal stage of completion.

The issue is being underwritten by merchant banker Tricontinental Securities, and the trustee for the unit holders is a local bank, the National Bank of Australasia, which will use it as its head office. The Group.

Abbey Capital sale

BY OUR OWN CORRESPONDENT

SYDNEY, July 11

THE ABBEY Capital Property complex comprises 46 levels with a 34-level tower rising to 518 feet. It has 461,000 square feet of lettable space, a landscaped plaza and parking for 350 cars.

Margaret Reid writes: The sale of the Capital Tower complex is the first major move in the long-term process of disengagement from the Australian property market since the National Bank of Australasia, which will use it as its head office. The Group.

Much of Whittaker's recent attention and effort has focused on its life sciences business. The company is one of the largest cancer research contractors in the U.S. and provides health-related services overseas. Whittaker currently administers a health care programme for the Saudi Arabian government, including management and operation of three hospitals, and it also offers training services for Saudi athletes.

This past March, Whittaker won a \$180m. contract amendment that extends its health care programme in Saudi Arabia through August of 1979. The extension, says Mr. Alibrandi, unquestionably establishes Whittaker as a leader in the growing field of international health care, and it is our intention to build on that position. We now have proposals in other developing countries whose governments have the need, the means and the desire to bring a western level of health care to their citizens.

With the diversity of its five business areas, Whittaker has achieved what Mr. Alibrandi describes as "controlled" diversification and balance which should permit the company to move through the ups and downs of the economic cycle with minimum overall financial impact. This, I believe, is a basic strength. The present game plan for the battle-scarred Whittaker, says Mr. Alibrandi, is not for aggressive growth but for consistent growth.

SELECTED EURODOLLAR BOND PRICES

MID-DAY INDICATIONS

Bid	Offer	Mid	Offer
100 1/2	101 1/2	101	101 1/2
101 1/2	102 1/2	102	102 1/2
102 1/2	103 1/2	103	103 1/2
103 1/2	104 1/2	104	104 1/2
104 1/2	105 1/2	105	105 1/2
105 1/2	106 1/2	106	106 1/2
106 1/2	107 1/2	107	107 1/2
107 1/2	108 1/2	108	108 1/2
108 1/2	109 1/2	109	109 1/2
109 1/2	110 1/2	110	110 1/2
110 1/2	111 1/2	111	111 1/2
111 1/2	112 1/2	112	112 1/2
112 1/2	113 1/2	113	113 1/2
113 1/2	114 1/2	114	114 1/2
114 1/2	115 1/2	115	115 1/2
115 1/2	116 1/2	116	116 1/2
116 1/2	117 1/2	117	117 1/2
117 1/2	118 1/2	118	118 1/2
118 1/2	119 1/2	119	119 1/2
119 1/2	120 1/2	120	120 1/2
120 1/2	121 1/2	121	121 1/2
121 1/2	122 1/2	122	122 1/2
122 1/2	123 1/2	123	123 1/2
123 1/2	124 1/2	124	124 1/2
124 1/2	125 1/2	125	125 1/2
125 1/2	126 1/2	126	126 1/2
126 1/2	127 1/2	127	127 1/2
127 1/2	128 1/2	128	128 1/2
128 1/2	129 1/2	129	129 1/2
129 1/2	130 1/2	130	130 1/2
130 1/2	131 1/2	131	131 1/2
131 1/2	132 1/2	132	132 1/2
132 1/2	133 1/2	133	133 1/2
133 1/2	134 1/2	134	134 1/2
134 1/2	135 1/2	135	135 1/2
135 1/2	136 1/2	136	136 1/2
136 1/2	137 1/2	137	137 1/2
137 1/2	138 1/2	138	138 1/2
138 1/2	139 1/2	139	139 1/2
139 1/2	140 1/2	140	140 1/2
140 1/2	141 1/2	141	141 1/2
141 1/2	142 1/2	142	142 1/2
142 1/2	143 1/2	143	143 1/2
143 1/2	144 1/2	144	144 1/2
144 1/2	145 1/2	145	145 1/2
145 1/2	146 1/2	146	146 1/2
146 1/2	147 1/2	147	147 1/2
147 1/2	148 1/2	148	148 1/2
148 1/2	149 1/2	149	149 1/2
149 1/2	150 1/2	150	150 1/2

WALL STREET + OVERSEAS MARKETS + FOREIGN EXCHANGES \$ very weak

BY OUR WALL STREET CORRESPONDENT

STOCKS DRIFTED moderately easier on Wall Street today through a relatively quiet trading session, with nothing in the news to encourage buying.

THE DOW JONES Industrial Average was finally 2.46 down at 900.33, while the NYSE All Company Index lost 16 cents at 354.85.

MONDAY'S ACTIVE STOCKS

Table with columns for Stock Name, Price, Change, and Volume. Includes stocks like Genl. Publ. Co., Duke Power, and Johnson & Johnson.

INDICES

Table showing various indices: NEW YORK - DOW JONES, STANDARD AND POORS, and Long Govt. Bond yield.

OVERSEAS SHARE INFORMATION

Large table listing overseas share information for various countries including Canada, Australia, Germany, and others, with columns for Stock Name, Price, and Change.

PARIS - Mainly firm, encouraged by the relative cohesion of the Government Coalition and the cancelling of the Anti-Inflation Levy payable in July.

U.S. stocks were weak, while Golds tended easier and Foreign Oils were down, but Germans held steady.

OTHER MARKETS

Canada firmer - Canadian Stock Markets generally gained further ground in fairly busy trading yesterday.

NEW YORK - DOW JONES

Table showing daily price movements for Dow Jones and other indices.

INDICES

Table showing various indices: NEW YORK - DOW JONES, STANDARD AND POORS, and Long Govt. Bond yield.

OVERSEAS SHARE INFORMATION

Large table listing overseas share information for various countries including Canada, Australia, Germany, and others, with columns for Stock Name, Price, and Change.

NEW YORK, July 11

The U.S. dollar remained very weak in the foreign exchange market yesterday, closing at around its lowest point of the day against several major currencies.

Exchange Cross Rates

Table showing exchange rates for various currencies: Frankfurt, New York, Paris, Brussels, London, Amsterdam, Zurich.

EURO-CURRENCY INTEREST RATES

Table showing interest rates for various currencies: Sterling, U.S. Dollar, Canadian Dollar, Dutch Guilder, Swiss Franc, West German Mark.

FORWARD RATES

Table showing forward rates for various currencies: New York, London, Amsterdam, Zurich.

GERMANY

Table listing German stocks and their prices, including companies like A.G., B.V., and others.

AMSTERDAM

Table listing Amsterdam stocks and their prices, including companies like Alkermat, BSN, and others.

COPENHAGEN

Table listing Copenhagen stocks and their prices, including companies like A/S, B/S, and others.

GOLD MARKET

Table showing gold market prices: Gold Bullion, Gold Coins, and Gold Bars.

FOREIGN EXCHANGES

Table showing foreign exchange rates for various currencies: New York, London, Amsterdam, Zurich.

SPECIAL DRAWING

Table showing special drawing rates for various currencies.

OTHER MARKETS

Table showing prices for various commodities and other markets.

AUSTRALIA

Table listing Australian stocks and their prices, including companies like BHP, WMC, and others.

OSLO

Table listing Oslo stocks and their prices, including companies like A/S, B/S, and others.

JOHANNESBURG

Table listing Johannesburg stocks and their prices, including companies like Anglo American, De Beers, and others.

PARIS

Table listing Paris stocks and their prices, including companies like Air France, Bouygues, and others.

STOCKHOLM

Table listing Stockholm stocks and their prices, including companies like A/B, B/S, and others.

Vertical text on the right edge of the page, including 'U.S. face it' and 'MARKET REPORT'.

ARMING AND RAW MATERIALS

U.S. copper strike talks face further breakdown

BY JOHN EDWARDS, COMMODITIES EDITOR
COPPER PRICES rose last night following news that negotiations between Anacosta and U.S. copper workers' unions had broken down.

China may need more wheat

WASHINGTON, July 11. CHINA may have to buy more wheat if crop conditions in the north and north-east of the country get any worse, the U.S. Department of Agriculture claims.

New peaks in cocoa market
Australia-Japan row reaches flashpoint

NEARBY COCOA futures values reached life-of-contract highs yesterday with the September position gaining \$12.25 to \$2.51 a tonne.
Both the Australian and Japanese Governments in a formal exchange of letters...

Tea prices are 'realistic' now

PLAIN varieties of tea were decidedly weak at yesterday's London auction, but top quality teas remained strong according to Mr. George Neale, chairman of the Teabrokers' Association.

COMMODITY MARKET REPORTS AND PRICES

Table with columns for Tin, Zinc, Lead, and other metals, showing prices and changes.

PRICE CHANGES

Table showing price changes for various commodities like Cocoa, Rubber, and Grains.

NOTICES

NOTICE IS HEREBY GIVEN that the winding up of the above named company has been completed...

U.S. Markets

Cocoa ends strong on wide buying

COPPER and silver closed steady on speculative short-covering and light trading. Cocoa closed strong on wide buying...

FINANCIAL TIMES

Table with columns for July 11, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 1977.

REUTERS

Table with columns for July 11, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 1977.

DOW JONES

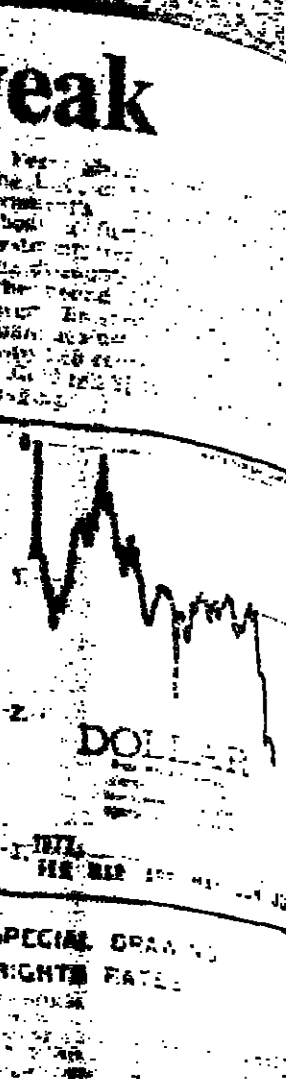
Table with columns for Dow Jones index values.

MOODY'S

Table with columns for Moody's index values.

COTTON

LIVERPOOL - No spot or shipment business was recorded, reports F.A.O. Cotton Buyers were not prepared to extend management and business was severely restricted.



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STOCK EXCHANGE REPORT

Quietly dull as uncertainties keep buyers on sidelines Markets above worst with share index down 3.9 at 439.8

Account Dealing Dates Option First Declara- Last Account Dealings...

After being defensively marked down at the start of a new Account yesterday, stock markets again traded thinly and in a narrow range before staging a slight technical rally towards the close.

Falls in the index constituents rarely exceeded a few pence, but ICI were depressed 8 to 32p by the market having to absorb many small sales after the recent distribution of worker's shares.

Official markings fell away to 4.994 compared with Friday's 4.993 and the week-ago 4.811, while the falls: rises ratio in FT-quoted Industrials rose to 7.4.

At the beginning of a week that has several events scheduled which could have a major bearing on the trend, the market took a cautious view of British Funds.

the falls at both ends of the market were reduced to 1 generally from 1 among the longer and nearly that much in the shorts.

Opening rates for investment currency were a point or so lower than Friday's late level and in a very light business the premium eased further to 110 3/4 per cent.

Among recently-issued equities, Sotheby's met with profit-taking and dropped 6 to 160p, thus narrowing the premium on the offer-for-sale price to 15.

Grindlays bought Firm spots were few and far between in Banks where the leaders generally shed 4 and Natwest came back 7 to 220p.

Bank of Scotland moved against the trend with a rise of 1 1/2 to 111 point down at 111 1/2 per cent. Yesterday's SE conversion factor was 0.7138 (0.7138).

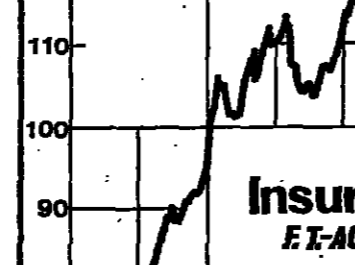
Insurances showed all round dullness with Sun Life easing 3 to 7 1/2p while Brokers had mixed 14p, and C.E. Health, 21 1/2p, down 4 and 5 respectively, the latter in ex-issue form.

Despite a stockbroker's report criticising profiteering on larger sales, Brewery concerns passed a quiet session and closed little changed.

May and Hassell, down 9 at 60p on the lower profits were one of the few movements worthy of note in the Building sector.

to 120p; the preliminary results are due on Thursday.

ICI encountered persistent selling of workers' shares and eased following announcement of the bid discussions with Hawker Siddeley elsewhere, gains of 3



Insurance (Life) F.T. ACTUARIES INDEX

to 390p before closing at 382p for a fall of 8 on balance.

Ratners wanted Press mention ahead of today's preliminary figures drew attention to Ratners (Jewellers) which improved 4 to 87p.

Week-end Press comment on the preliminary results failed to stimulate interest in Thorn Electrical issues, the Ordinary drifting back 4 to 31 1/2p and the A similar amount to 304p.

General market conditions more than any other factor tarnished Hawker Siddeley's debut in the share split form, which eased 1 1/2p, while Weir lost 3 to 220p.

The miscellaneous Industrial leaders picked up small early gains and were mostly a shade better on balance.

Bradford moved against the trend in the Property sector, rising 6 to 126p in response to the encouraging annual statement.

Gardner were suspended at 3.15 pm, while the price was 250p, following announcement of the bid discussions with Hawker Siddeley elsewhere, gains of 3

North Sea speculation gave Thomson a fresh fillip to 605p before a close of 6 higher on the day at 609p.

ERK featured late with a jump of 7 to 70p in front of today's preliminary figures. Flight Refuelling were supported at 69p, up 1p, following developments in the bid situation.

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FINANCIAL TIMES STOCK INDEX

Table with columns for various stock indices (Government, Fixed Interest, Industrial Ordinary, etc.) and their values for July 11, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 1977.

HIGHS AND LOWS S.E. ACTA

Table showing High and Low values for various stock indices and sectors.

ACTIVE STOCKS

Table listing active stocks with columns for Stock, Denomina., No. of shares, Closing price, Change on day, and 1977 high.

NEW HIGHS AND LOWS FOR 1977

Table listing new highs and lows for 1977 across various sectors like AMERICANS, BANKS, FOODS, etc.

RISES AND FALLS YESTERDAY

Table showing rises and falls in various stock categories like AMERICANS, BANKS, FOODS, etc.

ENTERTAINMENT GUIDE

CC—These theatres accept certain credit cards by telephone or at the box office

Large section containing multiple theatre listings with details on plays, times, and ticket prices for various venues like Coliseum, Adelphi, and others.

RECENT ISSUES

EQUITIES

Table listing recent equity issues with columns for Issue, Price, and other details.

FIXED INTEREST STOCKS

Table listing fixed interest stocks with columns for Issue, Price, and other details.

"RIGHTS" OFFERS

Table listing rights offers with columns for Issue, Price, and other details.

FT—ACTUARIES SHARE INDEX

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS

Mon., July 11, 1977

Table showing equity groups and sub-sections with columns for Index No., Day's Change, and other metrics.

FIXED INTEREST YIELDS

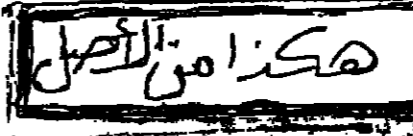
By Govt. or Gross Red.

Table showing fixed interest yields for various terms and types of securities.

OPTIONS TRADED

Table listing traded options with columns for Deal, Last, Declara., and other details.

Vertical text on the right edge of the page, possibly a page number or reference.



AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

HIGHS AND LOWS

ACTIVE SHARES

NEW HIGHS AND

NEW HIGHS

VARIABLE SHARES

Mon. July 11 1977

BASE LENDING RATES

Table of base lending rates for various banks and financial institutions, including HSBC, Citibank, and others.

RES—Continued

Advertisement for 'The Erotic Revue' featuring a variety of theatrical performances.

Main table of Authorised Unit Trusts, listing various funds such as Guardian Royal Exchange, Provincial Life, and others, with their respective performance metrics.

Main table of Offshore and Overseas Funds, listing international investment vehicles like Fidelity World Fund, Anglo-Saxon, and others.

INSURANCE, PROPERTY, BONDS

Table of insurance, property, and bond offerings from various providers like Abbey Life, Equity & Law, and others.

Advertisement for 'CLIVE INVESTMENTS LIMITED' featuring 'INSURANCE BASE RATES' and 'CORAL INDEX' information.

FT SHARE INFORMATION SERVICE

Exporting is easier with OPEN ACCOUNT INVOICING
Interested? Talk to INTERNATIONAL FACTORS LIMITED
Circles House, New England Road, Southend-on-Sea, Essex, SSO 1 4LQ.
Tel: (0275) 65740 Telex: 87282.
And at Birmingham, Cardiff, Edinburgh, Leeds, London, Manchester.

BRITISH FUNDS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Treasury	100.00	0.50	100.00
100.00	99.50	Treasury	100.00	0.50	100.00
100.00	99.50	Treasury	100.00	0.50	100.00

BANKS AND HIRE PURCHASE

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Bank of England	100.00	0.50	100.00
100.00	99.50	Bank of England	100.00	0.50	100.00

INTERNATIONAL BANK

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Bank of America	100.00	0.50	100.00
100.00	99.50	Bank of America	100.00	0.50	100.00

CORPORATION BONDS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

COMMONWEALTH & AFRICAN BONDS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

LOANS (Miscel)

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

FOREIGN BONDS & RAILS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

AMERICANS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

CANADIANS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Bank of Montreal	100.00	0.50	100.00
100.00	99.50	Bank of Montreal	100.00	0.50	100.00

BANKS AND HIRE PURCHASE

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Bank of Montreal	100.00	0.50	100.00
100.00	99.50	Bank of Montreal	100.00	0.50	100.00

INTERNATIONAL BANK

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Bank of America	100.00	0.50	100.00
100.00	99.50	Bank of America	100.00	0.50	100.00

CORPORATION BONDS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

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High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

LOANS (Miscel)

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

FOREIGN BONDS & RAILS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

AMERICANS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

BUILDING INDUSTRY - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

BUILDING INDUSTRY, TOWER AND ROADS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

BUILDING INDUSTRY, TOWER AND ROADS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

BUILDING INDUSTRY, TOWER AND ROADS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

BUILDING INDUSTRY, TOWER AND ROADS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

BUILDING INDUSTRY, TOWER AND ROADS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

BUILDING INDUSTRY, TOWER AND ROADS

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100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

BUILDING INDUSTRY, TOWER AND ROADS

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

DRAPERY AND STORES - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

DRAPERY AND STORES - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

DRAPERY AND STORES - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

DRAPERY AND STORES - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

DRAPERY AND STORES - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

DRAPERY AND STORES - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

DRAPERY AND STORES - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

High	Low	Stock	Price	Chg.	Field
100.00	99.50	Shell	100.00	0.50	100.00
100.00	99.50	Shell	100.00	0.50	100.00

ENGINEERING - Continued

Handwritten Arabic text: "مركز الأبحاث"

STOCKS - Continued

Table of stock prices and market data, including columns for stock names, prices, and market indices.

MOTORS, AIRCRAFT TRADING

Table listing prices for various motor and aircraft trading companies.

PROPERTY - Continued

Table listing property-related financial data and company prices.

TRUSTS - Continued

Table listing various trusts and their corresponding stock prices.

TRUSTS - Continued

Table listing various trusts and their corresponding stock prices.

TRUSTS - Continued

Table listing various trusts and their corresponding stock prices.

TRUSTS - Continued

Table listing various trusts and their corresponding stock prices.

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MINES - Continued

Table listing prices for various mining stocks and commodities.

AUSTRALIAN

Table listing prices for Australian mining and resource stocks.

TINS

Table listing prices for various tin-related products and stocks.

COPPER

Table listing prices for copper-related stocks and commodities.

MISCELLANEOUS

Table listing prices for various miscellaneous goods and services.

NOTES

Notes section providing detailed information and commentary on market trends and company performance.

RECENT ISSUES and "Rights" Page 24

Text providing information about recent issues and rights-related matters.

REGIONAL MARKETS

Table listing prices for regional markets and commodities.

OPTIONS

Table listing prices for various options and derivatives.

INSURANCE

Table listing prices for various insurance companies and policies.

PROPERTY

Table listing property-related financial data and company prices.

TORACCOOS

Table listing prices for tobacco-related products and stocks.

TRUSTS, FINANCE, LAND

Table listing prices for trusts, finance, and land-related stocks.

TRUSTS, FINANCE, LAND

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TRUSTS, FINANCE, LAND

Table listing prices for trusts, finance, and land-related stocks.

3-month Call rates

Table listing 3-month call rates for various financial instruments.

DIAMOND AND PLATINUM

Table listing prices for diamond and platinum-related commodities.



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Pay policy document ready this week

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

MR. JAMES CALLAGHAN, the Prime Minister, promised last night that the White Paper on pay and prices would be published by the end of this week.

At a conference in London of more than 100 employers and union leaders to discuss the industrial strategy, the Prime Minister re-emphasised the Government's commitment to a target of no more than a 10 per cent increase in earnings in the coming year.

This afternoon, senior Ministers and TUC leaders start crucial final talks on pay policy, expecting that at best little more than a renewal of support for a 10 per cent interval between a settlement and a very general commitment on inflation will emerge.

It was apparent yesterday that the Government has now come to terms with the implications of last week's conference notes that nothing much more specific than this is likely to win TUC support. Even this limited commitment may not be endorsed.

Both sides were last night indicating that they regard the outcome of the meeting late

his afternoon between the TUC and the Government's committee and a private team led by Mr. Denis Healey, the Chancellor, as completely uncertain.

It now seems likely that no statement will be made until the White Paper is published, so details of the Government's proposals will not be known until Friday.

A group of 17 Ministers met twice yesterday to discuss the subject and to agree on the outlines of Government proposals for restraining prices in the public sector which are likely to go ahead whatever happens.

The obvious intention is to go some way towards meeting the priorities set out in a document prepared for the TUC Economic Committee. These include a rigorous use of powers under the Price Commission Bill, firm action to keep down nationalised industry prices, food subsidies, and the consequences of achieving or not achieving this.

From the Government side, Mr. Healey is expected to set out in broad terms his view of what constitutes a satisfactory deal

Strauss hopes for April GATT pact

BY GUY DE JONQUIERES, COMMON MARKET CORRESPONDENT

BRUSSELS, July 11

PRESIDENT CARTER'S special trade representative, Mr. Robert Strauss, said today he hoped the GATT multilateral trade negotiations would be successfully concluded by mid-April next year as a result of an agreement reached in Brussels by the EEC Commission of a timetable for re-starting the stalled talks.

Mr. Strauss announced the agreement after discussions lasting only seven hours. He said it reflected the complete political commitment of U.S. and EEC negotiators to reach a comprehensive deal embodying both tariff cuts and a range of other measures aimed at liberalising the rules of international trade.

He told a Press conference that this was "probably the most significant day" of the present set of trade negotiations, also known as the Tokyo round, which has been stagnating since last autumn. On his return to Washington he would deliver "an exceedingly positive report" on the progress achieved by Mr. Carter and Congress.

It remains to be seen whether Mr. Strauss's optimism will be shared by all the governments of the Nine, and in particular by France. She has cast serious doubt on the value of further negotiations and hinted that she may erect barriers to protect certain industries from foreign competition.

Today's agreement will be examined in two weeks' time by EEC Foreign Ministers in Brussels.

White officials here claim that the agreement is covered

Owen quells doubts on staying in EEC

BY MALCOLM RUTHERFORD

IN A SPEECH that could not have been made without the Prime Minister's approval, David Owen, the Foreign Secretary, came down emphatically last night in favour of continued British membership of the European Community and of working for reform from within.

The speech follows some concern among pro-market members of the Cabinet that the British approach to the Community has been overly negative.

Dr. Owen's remarks to the Labour Committee for Europe were even more remarkable for their tone than their substance.

The task of the Labour Party now, he said, "is to accept the will of the people" (as expressed in the referendum), "to argue within the Community for improvement, to reform where necessary, to criticise constructively, but above all to play our part in an evolving Community of nine member States committed to achieve a greater European unity."

In a marked departure from previous speeches, Dr. Owen even defended the Community in areas where it is most prone to anti-market attacks. The Government, he said, was supporting a determined effort to reform the common agricultural policy (CAP).

It had to be recognised, he added, that the assurance of supply at guaranteed prices which the CAP provided was an important factor in its favour.

Dr. Owen also argued that CAP prices have risen more slowly than non-agricultural prices and have accordingly been declining in real terms. Intervention prices—by which farm incomes are supported—had actually fallen by 10 per cent in real terms since 1968-69.

In another sign of a new readiness to take the interests of other Community members into account he said: "We must regard the CAP as of fundamental importance."

Dr. Owen's speech was devoted to drawing up a balance-sheet of Britain's membership. On the economic aspects he concluded: "On balance we have gained—over £800m each year from the nationalisation of its aerospace resources, will make a firm bid for Gardner later this week."

Yesterday, neither side would elaborate on a short statement from Gardner to the effect that the talks might "lead to an offer being made."

But it seems clear the Gardner Board has been receptive to the approach. Two members of the Gardner family, which controls about 40 per cent of the equity, sit on the Board.

Gardner has been the subject of considerable speculation since Rolls-Royce Motors picked up a 17 per cent stake about a year ago.

This deal was loosely linked with a scheme mooted by the National Enterprise Board and NEDO to bring the two companies together to form a larger U.K.-based automotive diesel group.

But talks between the two companies have not gone far since then. Rolls, which yesterday abandoned its attempt to acquire Fordes, the truck manufacturer, has not gone ahead to bid for Gardner.

Hawker already has large diesel engine interests with a turnover of well over £200m, compared with Gardner's £17.6m last year. Whereas Gardner specialises in automotive and marine engines, Hawker's diesel division (Listers, Bettlers and Mirlees Blackstone) finds its main customers in the industrial sector.

This split of interest appears to be a feature in Hawker's approach which appeals to Gardner, which feels it would be likely to stay a discrete entity—within the larger group.

Gardner shares were suspended at 230p yesterday, while Hawker Siddeley shares fell 2p to 170p.

News Analysis, Page 10

Hawker may bid for Gardner

By Terry Dodsworth, Motor Industry Correspondent

A POTENTIAL bidder for L. Gardner and Sons, the Manchester-based diesel engine manufacturer, emerged yesterday when the company announced the suspension of dealings in its shares during talks with Hawker Siddeley.

It is thought that Hawker, which is expected to have well over £800m cash available from the nationalisation of its aerospace resources, will make a firm bid for Gardner later this week.

Yesterday, neither side would elaborate on a short statement from Gardner to the effect that the talks might "lead to an offer being made."

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News Analysis, Page 10

Thatcher economy cure

BY RUPERT CORNWELL, LOBBY STAFF

THE ONLY CURE for Britain's sluggish economy lay in restoration of "incentives for people to work" to create new wealth Mrs. Thatcher said last night.

She would tackle wage inflation by "facing workers with reality" that pay settlements unmatched by an increase in productivity would lead to higher unemployment and higher inflation.

In a 50-minute interview on BBC Panorama the Leader of the Opposition painted a bleak picture of the country's economic prospects. Rising unemployment, minimal growth, inflation diminishing only slowly.

But she doubted if she could put her ideas into practice as early as autumn, and acknowledged that for all its problems, the Government pact with the Liberals might stave off a General Election for "some time".

Mrs. Thatcher drew a clear distinction between improved incentives and "reflation." To reflate when unemployment might stand at 2m., and when inflation was in double figures, would be irresponsible and pave the way for 3m. unemployed, she alleged.

Redistribution of wealth "had gone as far as it could" more help for the worse could be achieved only by "creation of new wealth. Good intentions aren't enough. You do need hard cash."

The answer, according to Mrs. Thatcher, lay in something akin to "productivity bargaining for the miners and everyone else."

Continued from Page 1

Output prices

Increase of 61 per cent. In the last three months.

This has partially offset the recent improvement in the non-food output prices index which rose by 27.5 per cent last month and by 37.5 per cent during the last three months.

However, the recent rate of increase in output prices generally has been rather higher than might have been supposed in view of raw material and labour cost pressures.

Consequently, companies may have been trying to expand profit margins ahead of an anticipated acceleration in wage costs after the end of Phase Two this month.

There may also have been a desire to increase wholesale list prices before the new price investigation system comes into operation.

In the past 12 months, raw material costs have risen by 15.2 per cent, while output prices have increased by 21 per cent.

Moreover, while the inflation prospects are at last looking more encouraging, and the 12-month rate of retail price inflation should start to come down within a couple of months, it is not yet clear whether the improvement will be as large as the Government has been projecting.

Picket law hint

A rally followed in Roundwood Park, addressed by MPs, trade union leaders and other personalities associated with the dispute.

The strike leaders claimed a major victory when all but one of the union van drivers in the company joined the demonstrators as strikers. Mr. Oswald Grant, one of the drivers said: "We came out immediately the Transport and General Workers' Union made the dispute official."

The action comes as a further threat to the factory's continued operation. It has already been seriously hampered by blacking of mail by postal union members and by the Dublin Sorting Office. Other union action recently has aimed at cutting off its supplies.

Siemens in major U.S. joint venture

BY ADRIAN DICKS, ZURICH, July 11

SIEMENS, the West German electrical giant, announced today a major step to strengthen its position in the North American market with the formation of a joint venture with the U.S. company, Allis-Chalmers of Milwaukee, for production of a wide range of power engineering equipment.

An agreement setting up the new company, with the name Siemens Allis, was signed yesterday, and will come into full effect on January 1.

The deal consists of the new company taking over the electrical products group of Allis-Chalmers. Siemens is to buy a 20 per cent stake immediately, for about \$15m., and will exercise its option to buy a further 30 per cent at the end of 1978.

Doctor Bernhard Pletner, chairman of Siemens, estimated the value of the total investment in the German company at DM100m. The whole project will pay in cash to the American company.

Allis-Chalmers will not put cash into the joint venture but will in effect relinquish 50 per cent control of the Electrical Products Group.

The former Allis-Chalmers electrical products group, with a turnover which last year reached \$204m., manufactures a wide range of products including electrical motors, generators, switch gear, switch installations, and electrical control and measurement systems. This range is described as being complementary to that produced by Siemens in Europe.

The former Allis-Chalmers electrical group has an established relationship with Siemens acquiring a foothold in the U.S. market. The company specifically stated that a rise in sales could be attributed to this agreement.

Dr. Pletner said, however, that the German group could not expect to get a foothold in this important part of the U.S. market by exporting equipment manufactured in West Germany. He cited the fall of the \$ against the D-mark in recent years, the much higher relative level of skilled workers' wages in West Germany, and the uncertainties of trade policies as reasons why Siemens now believes it must have a permanent presence in the U.S. market if it is to be able to profit from the opportunities offered there.

Day-to-day management of the Siemens Allis joint venture will remain firmly in American hands—another advantage, Dr. Pletner said, of this method of acquiring a foothold in the U.S. market. The alternative which would consist of trying to serve the market from Europe.

Siemens is already present in the U.S. market in a variety of different sectors, including medical technology, computer and proliferated equipment components and various electronic products.

American airlines move to match Skytrain

BY JAY PALMER, NEW YORK July 11

PAN AMERICAN World Airways and Transworld Airlines are planning to meet head-on the challenge from Britain's Laker Airways transatlantic Skytrain service by offering similar fares to the U.S. market.

The whole issue of North Atlantic cheap fares is to be discussed at an International Air Transport Association meeting in Geneva this week.

Although fare levels are expected to be virtually the same as the \$236 set by Laker the Pan Am and TWA schemes are likely to be different from Laker's no-frills and no-reservation package.

Pan Am's scheme which officials confirmed would be filed with the U.S. civil aeronautics board later this week will provide advance reservations although it appears that would-be passengers will have to forego some features of normal services.

Under Pan Am's present thinking the cheap-fare passengers would make reservations some three or four weeks before planned departure, but the airline would, about a week before departure, nominate the particular day and time of the flight. Passengers would be notified and about 50 per cent of the ticket price would be forfeited for cancellation.

Although TWA's scheme is still being kept confidential, the airline is also believed to have identified Laker's no-reservation feature as the biggest weakness in order to avoid the situation where would-be passengers are turned away after queuing for some hours. TWA will certainly have some form of reservation.

Michael Donne, Aerospace Correspondent, writes: British Airways said yesterday that so far it was not planning any additional special fares to compete directly with Skytrain. It would depend, initially at least, on what it believed were its already competitive advance booking charter (ABC) fares.

On the ABCs the passenger has a guaranteed seat in each direction, with meals and drinks included, whereas on Skytrain no reservations are permitted, seats being sold on a first-come, first-served basis, with meals and drinks extra.

Although Skytrain is not formally on the IATA meeting agenda, it is clear that it will dominate the discussions.

Many air transport observers believe that the Geneva meeting could result in an agreement among the other scheduled airlines on the route to introduce a new form of competitive fare, called "super advance purchase excursion." This Super Apex rate would be deliberately aimed at matching Skytrain.

THE LEX COLUMN Reed's Canadian trouble spots

Reed International's accounts bear eloquent testimony to the problems which have resulted from its over expansion in North America during the first half of the 1970s. Its decorative products side lost over \$7m. last year, mainly the result of an ill-judged acquisition in 1975. On the paper side, the management reacted with "insufficient rigour" to the downturn in the market, and the group has been involved in heavy and often unproductive spending on plant which has failed to meet expected output, and on environmental improvements. Contested actions have been initiated against two of its Canadian subsidiaries for alleged pollution.

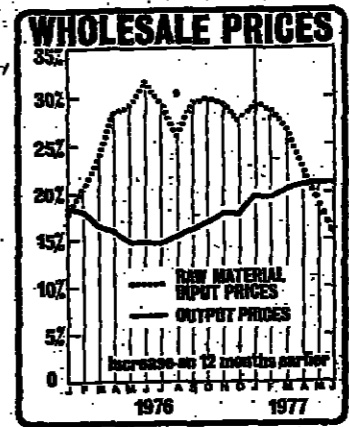
The fact that a payment of £310,000 was made by the Canadian subsidiary apparently without appropriate authority in respect of the group's former chairman, Lord Ryder, may be seen as a symptom of this disarray. However shareholders—whose money is involved—will want to know the identity of the independent third party to whom Lord Ryder had given a "long period of service" and from whom he was prepared to accept what he took to be a gift in return for his services.

In the light of this disclosure they may also now query the practice whereby Reed International, as a matter of course, makes ex gratia payments to executive directors on their retirement last year, these amounted to \$67,000, and Lord Ryder received an unquantified payment on this account when he retired.

Major steps are now being taken to bring Canada under closer control and to restrain the use of additional capital in the business. But Reed admits that it is unlikely to be able to trade its way out of its present difficulties without restructuring tangible net worth of £22m. awarded by loan capital of £39m. (of which a third is repayable within five years) plus short-term borrowings of £50m. Although Reed should now be approaching one of the stronger legs of the trade cycle, its gearing ratio is unlikely to fall much this year.

In a key phrase, the present chairman refers to the need to shift resources away from areas where the group has insufficient market strength in favour of businesses where it has proven

Index fell 3.9 to 439.8



implication is that not of companies' gross trading still rising, but a part of the almost £2bn. up in stocks in January will flow through to the financial position of the party sector in subsequent quarters. The recent 10 per cent in bank lending does not substantiate this case; however, and labour cost certain to start rising more quickly this autumn.

Crown House

Is truth absolute and indivisible? Not according to Crown House's lawyers, who have told the company's auditors to ignore the Statutory Standard Accounting 1 No. 9 if it wants to, because it thinks SSAP 9 is nonsense in theory and expensive in tax. The point is that a true view is an indefinite, based on usage and practice statute law. There is a "several true and fair" view of Crown House's financial position. Crown House's financial position in January-March, and taking the statistics at face value the deficit—at £528m. seasonally adjusted—was higher than for any period except the disastrous first three quarters of 1974. This is an alarming deficit for industry in the current economic conditions, but there is an easy explanation in the large amount of physical stockbuilding, that went on in the first quarter. On top of £148m. of stock appreciation (that is, prices) the company sector piled up £248m. of extra inventories. Whatever the reason for this puzzling development it can scarcely continue for long (unless the output statistics have gone haywire) and anyway the price trends are now moving rapidly in industry's favour.

Thus wholesale output prices, up another 1 per cent in June, rose at an annual rate of over 20 per cent in the first half of 1977, while employees' earnings seem to have been rising at under 10 per cent (though the National Insurance surcharge three bad years will have added to total labour costs) and raw material prices other than food have hardly increased since January. The 82p. the yield is 10.9.

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ASSETS	
Cash on Hand and Due from Banks	\$141,921
U.S. Government Securities, Direct and Guaranteed	58,347
State Municipal and Other Public Securities	58,399
Federal Funds Sold	35,000
Loans and Discounts	165,089
Customers' Liabilities on Acceptances	21,256
Other Assets	25,364
Total Assets	\$508,376
LIABILITIES	
Deposits	\$438,398
Federal Funds Purchased	10,000
Acceptances Less Amount in Portfolio	21,432
Other Liabilities	4,866
Total Liabilities	\$474,696
Capital	\$12,000,000
Surplus	19,185,284
Total Liabilities and Surplus	\$508,376

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